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The Autobiography of Benjamin Franklin

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张勇 汝敏 ⊙ 译



他是美国著名的思想家、政治家、外交家和科学家、实业家，不仅是美利坚合众国的缔造者之一，更因其光辉的人性而名垂史册，受到成功学大师**戴尔 · 卡耐基**、**拿破仑 · 希尔**和**奥格 · 曼狄诺**的推崇，成为美国乃至全世界人民心目中的楷模！

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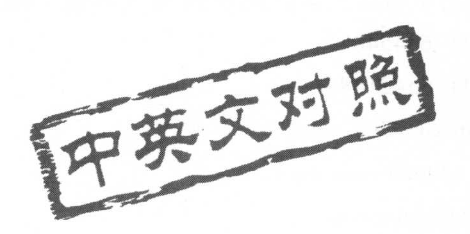


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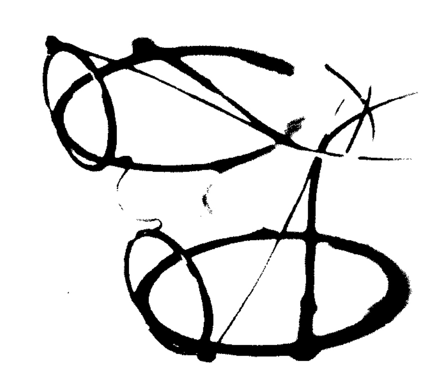
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本杰明·富兰克林(Benjamin Franklin，1706－1790)，美国著名的思想家、政治家、外交家和科学家、实业家。出生在波士顿一个皂烛制造商家庭。他通过自己的努力，利用一切空闲时间刻苦自学，通晓了法语、意大利语、西班牙语和拉丁语，还大量阅读了欧洲各国的历史、哲学、文学著作，对自然科学和政治经济学也有很深的研究，最终成为他那个时代的佼佼者，并领导美国人民完成了独立革命，成为和乔治·华盛顿同享盛誉的领袖人物。

尤其可贵的是，富兰克林在20多岁的时候，就提出以十三项美德来完善自己的人格修养，使自己在为人处世、待人接物方面臻于完美。这一举动改变了富兰克林的人生轨迹，使他后来成为世人仰慕的精神楷模，就连世界著名的成功学大师戴尔·卡耐基、拿破仑·希尔和奥格·曼狄诺对他也推崇备至，将他列为成功人生的导师。

富兰克林晚年根据自己的经历写成的《自传》，两个多世纪以来一直是世界出版史上的优秀畅销书，世界各国青年深受其影响，许多人因为这本书而彻底改变了自己的人生，走上了成功的道路。



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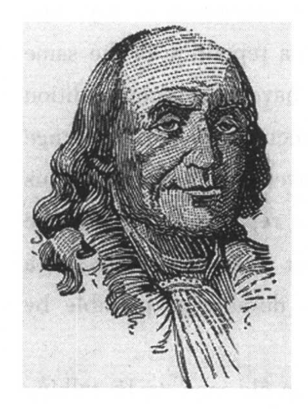
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目录

Chapter 1

TWYFORD, at the Bishop of St. Asaph's, 1771



Dear son: I have ever had pleasure in obtaining any little anecdotes of my ancestors. You may remember the inquiries I made among the remains of my relations when you were with me in England, and the journey I undertook for that purpose. Imagining it may be equally agreeable to you to know the circumstances of my life, many of which you are yet unacquainted with, and expecting the enjoyment of a week's uninterrupted leisure in my present country retirement, I sit down to write them for you.

To which I have besides some other inducements. Having emerged from the poverty and obscurity in which I was born and bred, to a state of affluence and

第1章

(1771年,写于都怀福德村圣·阿萨夫教堂主教家中)

亲爱的儿子:

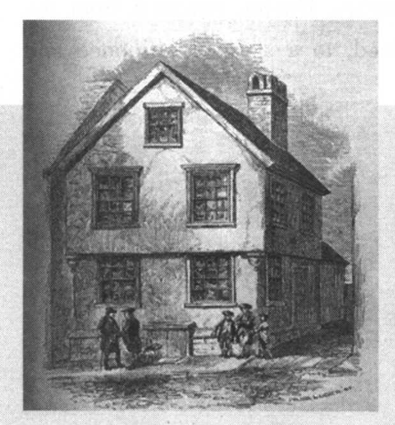
我向来喜欢搜集有关我的祖辈的一切奇珍异闻。也许你还记得,当你和我一同住在英国的时候,我曾经为了这一缘故而跋涉旅途,调查了我亲友中尚存于世的人。我现在正在乡间度假,预计会有整整一个星期的闲暇,我想你也许同样喜欢知道我这一辈子的事情,其中有许多还是你没有听说过的,因此我就坐了下来,替你写出来。

除此以外,我还有一些其他的动机。由于出身贫寒,幼年生长于穷苦卑微的家庭,而后来竟然生活优裕,在世界上享有些许声誉,并且至今一帆风顺,我的处

some degree of reputation in the world, and having gone so far through life with a considerable share of felicity, the conducing means I made use of, which with the blessing of God so well succeeded, my posterity may like to know, as they may find some of them suitable to their own situations, and therefore fit to be imitated.

That felicity, when I reflected on it, has induced me sometimes to say, that were it offered to my choice, I should have no objection to a repetition of the same life from its beginning, only asking the advantages authors have in a second edition to correct some faults of the first. So I might, besides correcting the faults, change some sinister accidents and events of it for others more favorable. But though this were denied, I should still accept the offer. Since such a repetition is not to be expected, the next thing most like living one's life over again seems to be a recollection of that life, and to make that recollection as durable as possible by putting it down in writing.

Hereby, too, I shall indulge the inclination so natural in old men, to be talking of themselves and their own past actions; and I shall indulge it without being tiresome to others, who, through respect to age, might conceive themselves obliged to give me a hearing,



富兰克林出生的地方

世之道——承蒙上帝的福佑——获得了巨大的成就，我的子孙或许愿意知道，就像他们所发现的一样，这些处世之道的一部分或许与他们自己的情况相符，因此适合仿效。

当我回顾一生中的幸运时，有时我不禁会这样说，如果有人提议给我选择的话，我不会拒绝把我这一生从头再演一遍，而仅仅要求像作家那样，在再版之际有机会改正初版中的某些缺陷。除了改正错误，我也可以把某些不幸的遭遇和事件变得更加顺利些。但是，即使这些都无法回避的话，我还是愿意接受提议，以重演我的一生。由于这种重演是不可能的，那么，与重演某人一生最接近的，似乎就是回忆了。为了使这种回忆尽可能保持长久，就是把它记载下来。

因此，我将按着老年人常有的倾向，来谈论自己和自己过去的经历。我将尽量不让听的人感到厌倦——他们或者是因为尊敬老人而觉得非听我的话不可，

since this may be read or not as any one pleases.

And, lastly (I may as well confess it, since my denial of it will be believed by nobody), perhaps I shall a good deal gratify my own vanity. Indeed, I scarce ever heard or saw the introductory words, "Without vanity I may say," &c., but some vain thing immediately followed. Most people dislike vanity in others, whatever share they have of it themselves; but I give it fair quarter wherever I meet with it, being persuaded that it is often productive of good to the possessor, and to others that are within his sphere of action; and therefore, in many cases, it would not be altogether absurd if a man were to thank God for his vanity among the other comforts of life.

And now I speak of thanking God, I desire with all humility to acknowledge that I owe the mentioned happiness of my past life to His kind providence, which lead me to the means I used and gave them success. My belief of this induces me to hope, though I must not presume, that the same goodness will still be exercised toward me, in continuing that happiness, or enabling me to bear a fatal reverse, which I may experience as others have done: the complexion of my future fortune being known to Him only in



美国《独立宣言》签署时的情景

这些一经写下来,那么听不听就全凭个人喜好了。

最后(我还是自己承认的好,因为即使我否认,谁也不会相信),写自传或许还能极大地满足我的自负心。事实上,我很少听见或看到"我可以毫不自夸地说……"这种开场白以后,不说一些自我吹嘘之话的。大多数人不喜欢别人的吹嘘,不管他们对自己是多么的自负。但是,无论我在哪里遇到这种情况,我总是能宽恕的,因为我相信这种心理对自己和他周围的人都有益处。所以,在许多情况下,如果一个人把自负心当作生命的一种安慰而感谢上帝的话,这也不是荒诞之举。

既然我现在提到了上帝,我愿意十分谦恭地承认,上面提到的我过去生命中的幸福应当归功于上帝仁慈的恩赐,是他引导我找到了处世之道,并且走向了成功。这种信仰使我希望,虽然我不该臆断,同样的好运将会继续跟随我,不论是使我继续享受幸福,还是让我继续忍受命中注定的逆境——像其他人一样,我也可能会经历它——我未来命运的轮廓,只有上帝知道,他甚

whose power it is to bless to us even our afflictions.

The notes one of my uncles (who had the same kind of curiosity in collecting family anecdotes) once put into my hands, furnished me with several particulars relating to our ancestors. From these notes I learned that the family had lived in the same village, Ecton, in Northamptonshire, for three hundred years, and how much longer he knew not (perhaps from the time when the name of Franklin, that before was the name of an order of people, was assumed by them as a surname when others took surnames all over the kingdom), on a freehold of about thirty acres, aided by the smith's business, which had continued in the family till his time, the eldest son being always bred to that business; a custom which he and my father followed as to their eldest sons.

When I searched the registers at Ecton, I found an account of their births, marriages and burials from the year 1555 only, there being no registers kept in that parish at any time preceding. By that register I perceived that I was the youngest son of the youngest son for five generations back.

My grandfather Thomas, who was born in 1598, lived



17-18世纪的伦敦市

至能够通过苦难来祝福我们。

我的一位伯父（他也同样喜欢搜集家族中的遗闻轶事），曾交给我一些笔记，给我提供了一些有关我们祖先的事迹。从这些笔记中，我知道了我们家族在诺桑普顿郡的爱克顿教区至少已住了300年；而在这以前还有多少年，他就不知道了(也许从他们采用“富兰克林”这个姓起。在这以前，“富兰克林”是一个人民阶层的名称，当时英国各地的人都采用了姓氏)。他们有30英亩土地，以打铁为副业，直到我伯父的时代为止，打铁这一行业一直保持着，家中长子一直学打铁，我伯父和我父亲都遵循着这个传统，叫他们的长子学打铁。

我研究了爱克顿教区的户籍册，只找到了1555年以后人们出生、嫁娶和丧葬的记录，在那以前的户籍册，那个教区已经没有保留了。从这个户籍册中，我发现我是五代以来小儿子的小儿子。

我的祖父汤玛斯出生于1598年，住在爱克顿，直到老得不能干活为止，

at Ecton till he grew too old to follow business longer, when he went to live with his son John, a dyer at Banbury, in Oxfordshire, with whom my father served an apprenticeship. There my grandfather died and lies buried. We saw his gravestone in 1758. His eldest son Thomas lived in the house at Ecton, and left it with the land to his only child, a daughter, who, with her husband, one Fisher, of Wellingborough, sold it to Mr. Isted, now lord of the manor there.

My grandfather had four sons that grew up, viz.: Thomas, John, Benjamin and Josiah. I will give you what account I can of them, at this distance from my papers, and if these are not lost in my absence, you will among them find many more particulars.

Thomas was bred a smith under his father; but, being ingenious, and encouraged in learning (as all my brothers were) by an Esquire Palmer, then the principal gentleman in that parish, he qualified himself for the business of scrivener; became a considerable man in the county; was a chief mover of all public-spirited undertakings for the county or town of Northampton, and his own village, of which many instances were related of him; and much taken notice of and patronized by the then Lord Halifax.

He died in 1702, January 6, old style, just four years to a day before I was

然后就住到了他儿子约翰那里，约翰是牛津郡班布雷村的一个染匠，我父亲就跟着他学徒。我的祖父死在那里，并安葬于此。我们在1758年看到了他的墓碑。他的长子汤玛斯住在爱克顿的家中，后来把房子和土地传给了他唯一的女儿。他女儿和她的丈夫费雪(威灵堡人)又把这些卖给了伊斯德先生，他现在是那里的庄园主。

我祖父养大了4个儿子，名叫汤玛斯、约翰、本杰明和约西亚。我将把我记得的给你写出来，由于我手里头没有材料，如果这些东西在我离家以后还不曾遗失的话，你可以从记录中找到更详细的材料。

汤玛斯被他父亲培养成了一个铁匠，但是他天生聪颖，当时该教区的大绅士帕尔默鼓励他求学上进(他的弟弟们也得到了同样的鼓励)，他就获得了担任书记官的资格，成为地方上有影响的人，也成为他本村和诺桑普顿城镇以及他所在的州的一切公益事业的主要推动者，有许多事情都和他有关，并受到了当时的哈利法克斯勋爵的赏识和奖励。

他死于旧历1702年1月6日，正好是我出生之前的整整4年。当我们从爱

born. The account we received of his life and character from some old people at Ecton, I remember, struck you as something extraordinary, from its similarity to what you knew of mine.

"Had he died on the same day," you said, "one might have supposed a transmigration."

John was bred a dyer, I believe of woolens. Benjamin was bred a silk dyer, serving an apprenticeship at London. He was an ingenious man. I remember him well, for when I was a boy he came over to my father in Boston, and lived in the house with us some years. He lived to a great age. His grandson, Samuel Franklin, now lives in Boston. He left behind him two quarto volumes, MS., of his own poetry, consisting of little occasional pieces addressed to his friends and relations, of which the following, sent to me, is a specimen.

He had formed a short-hand of his own, which he taught me, but, never practising it, I have now forgot it. I was named after this uncle, there being a particular affection between him and my father.



移居到新大陆的早期移民

克顿教区的一些老人口中听到有关他的生平和性格的时候，我还记得，你非常惊异，因为这一切很像你所知道的我。

“如果他在您出世的那一天去世，”你说，“有人也许会认为灵魂转世呢！”

约翰学了染匠，我相信是染呢绒的。本杰明当了丝绸染匠，是在伦敦学的手艺。他生性聪明。我清楚地记得他，因为当我还是一个孩子的时候，他渡海来波士顿找我父亲，和我们一起住了好几年。他活了很大一把年纪。他的孙子萨缪尔·富兰克林现在还住在波士顿。他死后，留下来两本四开本的诗稿，里面是一些写给他的朋友和亲戚的诗。下面寄给我的这首诗，就是一个实例。

他自己研究出了一套速写术，并教给了我，但是我从来没有练过，所以现在全忘了。我的名字就来自他，因为我父亲跟他感情特别好。

He was very pious, a great attender of sermons of the best preachers, which he took down in his short–hand, and had with him many volumes of them. He was also much of a politician; too much, perhaps, for his station.

There fell lately into my hands, in London, a collection he had made of all the principal pamphlets, relating to public affairs, from 1641 to 1717; many of the volumes are wanting as appears by the numbering, but there still remain eight volumes in folio, and twenty–four in quarto and in octavo. A dealer in old books met with them, and knowing me by my sometimes buying of him, he brought them to me. It seems my uncle must have left them here, when he went to America, which was about fifty years since. There are many of his notes in the margins.

Th is obscure family of ours was early in the Reformation, and continued Protestants through the reign of Queen Mary, when they were sometimes in danger of trouble on account of their zeal against popery. They had got an English Bible, and to conceal and secure it, it was fastened open with tapes under and within the cover of a joint–stool. When my great–great–grandfather read it to his family, he turned up the joint–stool upon his knees, turning over the leaves then under the tapes.

One of the children stood at the door to give notice if he saw the apparitor

他非常虔诚，经常去听著名传教士的讲道，并用他的速记法把他们的讲道记下来，他身边就有许多这样的笔记本。他还是一位了不起的政治家，从他的地位来讲或许还有些过分了。

最近，我在伦敦得到了他搜集的从1641到1717年间重要的政治事件手册，从标明的序号来看，有许多册已经散失了，但是还留下了对开本8本，四开本和八开本24本。一个旧书商人得到了这些书，因为我有时来他这里买书，他认识我，所以他就把它们送给了我。看来是我伯父去美洲时留在这里的，至今已经50多年了。在书的空白边上，有许多他的注解。

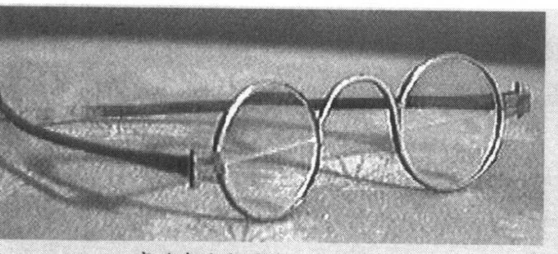
我们这个卑微的家族很早就投身于宗教改革运动，而且在玛丽女王整个统治时期一直坚持信仰新教，当时他们狂热地反对教皇，所以有时会遭受迫害之险。他们有一本英文版《圣经》，为了隐藏和保管它，他们将它打开，用细带子绑在一个折叠凳的底部。当我的高祖父当着全家人读经文时，就把折叠凳翻过来放在他的膝盖上，然后翻动带子下面的书页。

他的一个孩子站在门口放哨，如果看见教会法庭的官员走过来，就提前通

coming, who was an officer of the spiritual court. In that case the stool was turned down again upon its feet, when the Bible remained concealed under it as before. This anecdote I had from my uncle Benjamin. The family continued all of the Church of England till about the end of Charles the Second's reign, when some of the ministers that had been outed for nonconformity holding conventicles in Northamptonshire, Benjamin and Josiah adhered to them, and so continued all their lives: the rest of the family remained with the Episcopal Church.

Josiah, my father, married young, and carried his wife with three children into New England, about 1682. The conventicles having been forbidden by law, and frequently disturbed, induced some considerable men of his acquaintance to remove to that country, and he was prevailed with to accompany them thither, where they expected to enjoy their mode of religion with freedom.

By the same wife he had four children more born there, and by a second wife ten more, in all seventeen; of which I remember thirteen sitting at one time at his table, who all grew up to be men and women, and married; I was the youngest son, and the youngest child but two, and was born in Boston, New England.



富兰克林发明的双光眼镜

知。这时，凳子又重新翻过来，四脚落地，《圣经》又像以前一样藏好了。这些我是从本杰明伯父那里听来的。直到大约查理二世统治的时候，这个家族还是一致信奉国教。但是，那时有一些牧师因为不信奉国教教条，而被开除了教籍，在诺桑普顿举行会议。本杰明和约西亚改信了他们，而且一生不变，家里的其他人仍然信奉国教。

我父亲约西亚很早就结婚了，大约在 1682 年，带着他的妻子和 3 个孩子迁到了新英格兰。由于非国教的宗教集会受到法律禁止，而且时常受到干扰，致使我父亲的朋友中，一些有声望的人打算移居到新大陆，我父亲答应陪他们一起去那里。他们希望在那里能自由地信仰他们的宗教。

在新英格兰，这位太太又生了 4 个孩子；他的第二个妻子又生了 10 个，共 17 个孩子。我还记得，有一阵子，他的餐桌旁围坐着 13 个孩子，这 13 个孩子都已经长大了，而且都结了婚。我是幼子，比我小的只是两个妹妹。我出生在新英格兰的波士顿。

My mother, the second wife, was Abiah Folger, daughter of Peter Folger, one of the first settlers of New England, of whom honorable mention is made by Cotton Mather in his church history of that country, entitled Magnalia Christi Americana, as "a godly, learned Englishman," if I remember the words rightly. I have heard that he wrote sundry small occasional pieces, but only one of them was printed, which I saw now many years since.

It was written in 1675, in the home-spun verse of that time and people, and addressed to those then concerned in the government there. It was in favor of liberty of conscience, and in behalf of the Baptists, Quakers, and other sectaries that had been under persecution, ascribing the Indian wars, and other distresses that had befallen the country, to that persecution, as so many judgments of God to punish so heinous an offense, and exhorting a repeal of those uncharitable laws.

The whole appeared to me as written with a good deal of decent plainness and manly freedom. The six concluding lines I remember, though I have forgotten the two first of the stanza; but the purport of them was, that his censures proceeded from good-will, and, therefore, he would be known to be the author.

"Because to be a libeller(says he)

我母亲是我父亲的第二个妻子，叫阿拜亚·福尔戈，是彼得·福尔戈的女儿。我的外祖父，则是新英格兰的最早移民之一。他曾被克顿·马休在他的《美洲教会史》表扬过，称他为"一个虔诚而有学问的英国人"，如果我记对了的话。我听说他曾经写过各种即兴短诗，但只有一首印刷出来，我在许多年以前曾读过。

这首诗写于1675年，用当时民间流行的体裁写成，是写给当时当地的执政当局的。它拥护信仰自由，支持受迫害的浸礼会、教友会和其他教派，指出殖民地的印第安人战争和其他灾祸是迫害教徒的后果，是上帝对这种重大罪行的判决和惩罚，并规劝当局废除那些残酷的法律。

在我看来，整首诗简洁紧凑，平易近人。这首诗的最后6行我还记得，但是最初两行我已记不清了；不过这两行的大意，是说他的批评是出于善意，因此他情愿让别人知道他是这首诗的作者。

由于从心坎里

我憎恶做一个匿名诽谤者；

I hate it with my heart;
From Sherburne town, where now I dwell
My name I do put here;
Without offense your real friend,
It is Peter Folgier."

My elder brothers were all put apprentices to different trades. I was put to the grammar-school at eight years of age, my father intending to devote me, as the tithe of his sons, to the service of the Church. My early readiness in learning to read (which must have been very early, as I do not remember when I could not read), and the opinion of all his friends, that I should certainly make a good scholar, encouraged him in this purpose of his.

My uncle Benjamin, too, approved of it, and proposed to give me all his short-hand volumes of sermons, I suppose as a stock to set up with, if I would learn his character. I continued, however, at the grammar-school not quite one year, though in that time I had risen gradually from the middle of the class of that year to be the head of it, and farther was removed into the next class above it, in order to go with that into the third at the end of the year. But my father, in the

我现在就住在谢尔本;
我的姓名就在这里,
你真诚的朋友,毫无恶意,
他就是彼得·福尔戈。

我的兄长们都投师从事不同的行业。我8岁就被送到语法学校读书,因为我父亲打算把我当作他的儿子中的什一(税)来捐献给教会。在识字方面我起步很早(我一定很早就识字了,因为我不记得我曾有不识字的时期),他的朋友们又都说我将来读书一定会有出息,这都鼓舞了我父亲送我去学校读书。

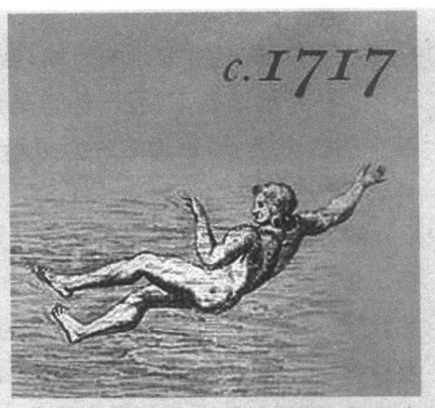
我的伯父本杰明也赞成此举,并提议把他全部说教的速记本送给我,我想这是作为他开张的资本吧,如果我愿意学习他的速记法的话。但是,我在语法学校念了不到一年,虽然我在这一年中逐渐从班里面的中等生上升到了优等生,接着就升入了二年级,准备在那年的年终随班一起升入三年级。然而,这时候,我父亲考虑到大学教育的花费,因为有一大家子人要抚养,同时许多受过大学教育的人后来穷困潦倒——这是他在我面前对他的朋友们讲的,所以他改变了原来的主

meantime, from a view of the expense of a college education, which having so large a family he could not well afford, and the mean living many so educated were afterwards able to obtain——reasons that be gave to his friends in my hearing-altered his first intention, took me from the grammar-school, and sent me to a school for writing and arithmetic, kept by a then famous man, Mr. George Brownell, very successful in his profession generally, and that by mild, encouraging methods. Under him I acquired fair writing pretty soon, but I failed in the arithmetic, and made no progress in it.

At ten years old I was taken home to assist my father in his business, which was that of a tallow-chandler and sope-boiler; a business he was not bred to, but had assumed on his arrival in New England, and on finding his dying trade would not maintain his family, being in little request. Accordingly, I was employed in cutting wick for the candles, filling the dipping mold and the molds for cast candles, attending the shop, going of errands, etc.

I disliked the trade, and had a strong inclination for the sea, but my father declared against it; however, living near the water, I was much in and about it, learnt early to swim well, and to manage boats; and when in a boat or canoe with

意，让我离开了语法学校，并将我送到了一所书算学校。这所学校由当时著名的乔治·布朗纳先生主持，一般来说他的办学非常成功，并且能够循循善诱，采用鼓励的教学方法。在他的教导下，我很快就学会了一手漂亮的书法，但是我的算术不及格，并且毫无进步。



富兰克林从小就住在海边，泳技娴熟，后来还因此而获得许多绅士的欣赏

我10岁的时候，被父亲接回家来，帮助他经营生意。他经营油烛和肥皂制造业，他原来并不是干这一行的，但是到了新英格兰之后，他发现他原来从事的染色生意冷清，不能维持全家人的生活，所以就改了行。因此，我被指定做剪烛芯、灌烛模、管店铺、出差等事情。

我不喜欢这个行业，同时我强烈地想去航海，但是我父亲说他反对。但是，因为住在海边，我经常到海边去玩水，早就很会游泳了，还学会了划船。当我和其他

other boys, I was commonly allowed to govern, especially in any case of difficulty; and upon other occasions I was generally a leader among the boys, and sometimes led them into scrapes, of which I will mention one instance, as it shows an early projecting public spirit, tho' not then justly conducted.

There was a salt-marsh that bounded part of the mill-pond, on the edge of which, at high water, we used to stand to fish for minnows. By much trampling, we had made it a mere quagmire. My proposal was to build a wharff there fit for us to stand upon, and I showed my comrades a large heap of stones, which were intended for a new house near the marsh, and which would very well suit our purpose. Accordingly, in the evening, when the workmen were gone, I assembled a number of my play-fellows, and working with them diligently like so many emmets, sometimes two or three to a stone, we brought them all away and built our little wharff. The next morning the workmen were surprised at missing the stones, which were found in our wharff. Inquiry was made after the removers; we were discovered and complained of; several of us were corrected by our fathers; and though I pleaded the usefulness of the work, mine convinced me that nothing was useful which was not honest.

小孩在大船或小船里面的时候，我总是发号施令的人，特别是在处境困难的时候。在其他场合下，我一般也是孩子王，有时候会让他们陷入窘境。我想举其中的一个例子，因为这件事显示了我很早就已经突显出来的热心公益的精神，虽然这件事在当时做得不对。

在水车贮水池的边上有一个盐泽，在涨潮时分，我们时常站在盐泽边上钓鲦鱼。由于经常践踏，我们把盐泽的边沿踩成了一个泥潭。我提议在那里修一个码头，这样我们就可以站在那里。我将一大堆石头指给我的伙伴们看，这些石头是准备在盐泽边上建一所新房子用的，正好很符合我们的需要。因此，当工人们晚上离开的时候，我召集了几个玩伴，就像一群蚂蚁一样，勤快地工作着，有时两三个人搬一块石头，我们终于把石头全搬来了，建好了我们的小码头。第二天早上，工人们很奇怪石头不见了，后来在我们的码头上找到了它们。后来他们追查是谁干的，我们被查了出来，被狠狠地批评了一顿，我们中有几个因此而受到了父亲的责备。虽然我辩解说这件事是有益的，但是我父亲使我深信，不诚实的事情是不会有益的。

I think you may like to know something of his person and character. He had an excellent constitution of body, was of middle stature, but well set, and very strong; he was ingenious, could draw prettily, was skilled a little in music, and had a clear pleasing voice, so that when he played psalm tunes on his violin and sung withal, as he sometimesdid in an evening after the business of the day was over, it was extremely agreeable to hear.

He had a mechanical genius too, and, on occasion, was very handy in the use of other tradesmen's tools; but his great excellence lay in a sound understanding and solid judgment in prudential matters, both in private and publick affairs. In the latter, indeed, he was never employed, the numerous family he had to educate and the straitness of his circumstances keeping him close to his trade; but I remember well his being frequently visited by leading people, who consulted him for his opinion in affairs of the town or of the church he belonged to, and showed a good deal of respect for his judgment and advice: he was also much consulted by private persons about their affairs when any difficulty occurred, and frequently chosen an arbitrator between contending parties.

At his table he liked to have, as often as he could, some sensible friend or

我想你或许想知道一些我父亲的外貌和性格吧。他有着强健的身体，身材中等，但是非常结实，十分强壮。他生性聪颖，画得一手好画，稍微懂点儿音乐。他有一幅清脆悦耳的嗓音，所以有时候当他晚上忙完一天的工作后，当他在提琴上拉着赞歌的调子唱歌的时候，还是挺动听的。

他还有机械方面的才华，有时候偶尔拿到其他行业的工具，他也能熟练地使用。但是，他最大的长处，是表现在处理公私重大问题时所展现出来的深刻见解和正确判断上。事实上，他从来没有参预政事，由于家里那么多孩子必须教育，家境又困难，使他只能死死地守着他的生意。但是我清楚地记得，地方上有头有脸的人经常来拜访他，向他请教镇上或他所属教会的问题，而且很重视他的判断和忠告；当人们在个人生活中遇到了困难的时候，也常常来向他请教，他常常被人们选定为争执双方的仲裁人。

他经常喜欢尽可能地请一些明理通达的友人或邻居来进餐聊天，这时候，他总是设法提一些明智的或有益的题目来讨论，以此增进孩子们的智力。通过这种方式，他使我们的注意力转向了立身处世中善良、正直和审慎等美德方面，而很

neighbor to converse with, and always took care to start some ingenious or useful topic for discourse, which might tend to improve the minds of his children. By this means he turned our attention to what was good, just, and prudent in the conduct of life; and little or no notice was ever taken of what related to the victuals on the table, whether it was well or ill dressed, in or out of season, of good or bad flavor, preferable or inferior to this or that other thing of the kind, so that I was bro't up in such a perfect inattention to those matters as to be quite indifferent what kind of food was set before me, and so unobservant of it, that to this day if I am asked I can scarce tell a few hours after dinner what I dined upon. This has been a convenience to me in travelling, where my companions have been sometimes very unhappy for want of a suitable gratification of their more delicate, because better instructed, tastes and appetites.

My mother had likewise an excellent constitution: she suckled all her ten children. I never knew either my father or mother to have any sickness but that of which they dy'd, he at 89, and she at 85 years of age. They lie buried together at Boston, where I some years since placed a marble over their grave, with this inscription:



富兰克林雕像

少留意或完全不在意餐桌上的食物，不管它做得好不好，时鲜不时鲜，味道好不好，以及与其他同类菜肴比较是好还是坏。所以，当我长大以后，对这些事情完全不在意，对我面前的菜肴也毫不关心，甚至粗心大意到若有人在饭后几小时内问我吃了什么时，我会不知所对的程度。在旅途中，当我的旅伴们因为缺乏可口的食物而不能满足他们那比较高贵精致的口味和食欲而感到不快的时候，我这种习惯倒成了一种方便。

我母亲同样也有一个健康的体格，她哺育了她所有的10个孩子。除了我父母去世之前得病以外，我从未听说我父亲或母亲得过什么病。父亲活到89岁，母亲活到85岁，他们的遗体同穴安葬在波士顿。几年前，我在他们的墓前立了一块大理石墓碑，上面刻了这些碑文：

JOSIAH FRANKLIN,
and
ABIAH his Wife,
lie here interred.
They lived lovingly together in wedlock
fifty-five years.
Without an estate, or any gainful employment,
By constant labor and industry,
with God's blessing,
They maintained a large family
comfortably,
and brought up thirteen children
and seven grandchildren
reputably.
From this instance, reader,
Be encouraged to diligence in thy calling,
And distrust not Providence.

约西亚·富兰克林和他的妻子阿拜亚共葬于此。
在婚后的55年中
他们相互亲爱地生活着。
他们既无田产，又无高官厚禄，
靠着不断的劳动和勤勉，
蒙上帝的福佑，
他们抚养了一个大家庭，
幸福地生活。
并且养大了13个孩子，
和七个孙儿孙女，
享有声誉。
从这个实例中，
读者诸君，
应当受到鼓舞，在你的职业中勤奋工作，

He was a pious and prudent man;
She, a discreet and virtuous woman.
Their youngest son,
In filial regard to their memory,
Places this stone.
J.F. born 1655, died 1744, AEtat 89.
A.F. born 1667, died 1752, –85.



富兰克林像

By my rambling digressions I perceive myself to be grown old. I us'd to write more methodically. But one does not dress for private company as for a publick ball. 'Tis perhaps only negligence.

To return: I continued thus employed in my father's business for two years, that is, till I was twelve years old; and my brother John, who was bred to that business, having left my father, married, and set up for

切勿不信上帝。
约西亚是一个虔诚谨慎的男子，
阿拜亚是一个细心而贞洁的女子.
他们的幼子
为表孝心和纪念，
特立此碑。
约西亚·富兰克林，生于1655年，死于1744年，享年89岁。
阿拜亚·富兰克林，生于1667年，死于1752年，享年85岁。

我唠唠叨叨地讲了许多离题的话，从这里我就知道自己已经在变老了。我过去写文章比现在有条理得多，但是，这好比在私人的团聚中，人们的穿着原本就和公共舞会上不同。这可能只是一种疏懒而已。

让我们言归正传吧。我替父亲操持生意持续了两年，那就是说，直到我12岁的时候为止。我哥哥约翰本来是学皂烛制造业的，这时已经离开了我父亲，结婚

himself at Rhode Island, there was all appearance that I was destined to supply his place, and become a tallow-chandler. But my dislike to the trade continuing, my father was under apprehensions that if he did not find one for me more agreeable, I should break away and get to sea, as his son Josiah had done, to his great vexation. He therefore sometimes took me to walk with him, and see joiners, bricklayers, turners, braziers, etc., at their work, that he might observe my inclination, and endeavor to fix it on some trade or other on land.

It has ever since been a pleasure to me to see good workmen handle their tools; and it has been useful to me, having learnt so much by it as to be able to do little jobs myself in my house when a workman could not readily be got, and to construct little machines for my experiments, while the intention of making the experiment was fresh and warm in my mind. My father at last fixed upon the cutler's trade, and my uncle Benjamin's son Samuel, who was bred to that business in London, being about that time established in Boston, I was sent to be with him some time on liking. But his expectations of a fee with me displeasing my father, I was taken home again.

From a child I was fond of reading, and all the little money that came into my

成家了，自己在罗德岛做起了生意；很明显，我注定要接替他的位置，成为一个蜡烛制造匠了。但是，由于我仍然不喜欢这个行业，我父亲担心如果他不替我找一个更合适的职业的话，我会像他的儿子约西亚所做的那样，私自脱逃去航海，这使得他十分恼怒。因此，他有时带我一起去散步，去拜访细木匠、砖匠、旋工、铜匠等，看他们的工作，以便发现我的兴趣所在，力图把我的兴趣固定在陆地上的某种行业上。

从那时起，我就一直喜欢观察那些手艺高明的工人运用他们的工具。这种观察对我很有用，由于从观察中学到了很多东西，所以在匆忙间找不到工人的时候，我自己就能做家里的一些小修小补的工作，当做实验的兴趣在我内心还很新鲜强烈的时候，我能为自己的实验制造小小的机器。最后，我父亲选定了制刀业。由于我伯父本杰明的儿子萨缪尔在伦敦学了制刀业，大约那时候准备在波士顿开业，我就被送到他那里，与他同住一段时间，试试这个行业。但是，因为他希望从我身上获得一些报酬，这激怒了我父亲，所以我又被带回了家。

我从小就喜欢读书，总是将我手里的零花钱全部用来买书。因为我喜欢《天

hands was ever laid out in books. Pleased with the Pilgrim's Progress, my first collection was of John Bunyan's works in separate little volumes. I afterward sold them to enable me to buy R. Burton's Historical Collections; they were small chapmen's books, and cheap, 40 or 50 in all. My father's little library consisted chiefly of books in polemic divinity, most of which I read, and have since often regretted that, at a time when I had such a thirst for knowledge, more proper books had not fallen in my way since it was now resolved I should not be a clergyman. Plutarch's Lives there was in which I read abundantly, and I still think that time spent to great advantage. There was also a book of De Foe's, called an Essay on Projects, and another of Dr. Mather's, called Essays to do Good, which perhaps gave me a turn of thinking that had an influence on some of the principal future events of my life.

This bookish inclination at length determined my father to make me a printer, though he had already one son (James) of that profession. In 1717 my brother James returned from England with a press and letters to set up his business in Boston. I liked it much better than that of my father, but still had a hankering for the sea. To prevent the apprehended effect of such an inclination, my father was

路历程》，所以我最早收集的就是约翰·班扬的文集单独发行的小册子。后来我把它们卖了，用这笔钱买了柏顿的《历史文集》。这些是开本很小的、由小贩们贩卖的书籍，价格低廉，总共有四五十册。我父亲的小图书馆收藏的主要是一些有关神学论辩方面的书，其中大部分我都读过。但令我感到遗憾的是，既然当时已经决定不当牧师了，而我又正是求知欲旺盛的时候，却没有机会阅读更合适的书。在那里，有一本普鲁泰克的《英雄传》，我读了许多，我至今仍然认为，花那么多时间读这本书是非常值得的。那儿还有一本笛福的书《论计划》，另一本是马休博士的书，叫做《论行善》，这本书可能在我的思想上形成了一种转折，它对我生活中后来的某些重大事件都有影响。

这种对书籍的爱好，最后使我父亲决定让我当一名印刷工人，虽然他已经有了一个儿子(詹姆斯)从事了这个行业。1717 年，我哥哥詹姆斯从英国回来，带来了一架印刷机和铅字，准备在波士顿开张做生意。我对于印刷业的爱好，要远远胜过对我父亲那个行业的，但是，我对于航海仍然难以忘怀。为了预防这种渴望产生令人忧惧的后果，我父亲急着让我跟我哥哥学徒。我犹豫了一段时

impatient to have me bound to my brother. I stood out some time, but at last was persuaded, and signed the indentures when I was yet but twelve years old.

I was to serve as an apprentice till I was twenty-one years of age, only I was to be allowed journeyman's wages during the last year. In a little time I made great proficiency in the business, and became a useful hand to my brother. I now had access to better books. An acquaintance with the apprentices of booksellers enabled me sometimes to borrow a small one, which I was careful to return soon and clean. Often I sat up in my room reading the greatest part of the night, when the book was borrowed in the evening and to be returned early in the morning, lest it should be missed or wanted.

And after some time an ingenious tradesman, Mr. Matthew Adams, who had a pretty collection of books, and who frequented our printing-house, took notice of me, invited me to his library, and very kindly lent me such books as I chose to read. I now took a fancy to poetry, and made some little pieces; my brother, thinking it might turn to account, encouraged me, and put me on composing occasional ballads. One was called The Lighthouse Tragedy, and


英国散文家班扬

间，但最后被说服了，并且签订了师徒合同，那时我只有12岁。

按照合同，我当学徒要到21岁为止，但在最后一年我将获得新职员的工资。在很短的时期内，我就熟悉了印刷业，成为我哥哥的一个得力助手。我现在有机会读一些比较好的书了。由于认识一些卖书的学徒，使我有时候能从他们那里借到一本小书，我会非常小心地很快就归还，并且保持书的干净。当晚上借到一本书时，为了避免被人发现缺了书或有人买这本书，第二天一大早就必须还过去，因此我常常坐在房间，一看就是大半个晚上。

过了一些时候，有一位聪明的商人马休·亚当斯先生，他家有很多藏书，经常来我们的印刷厂，注意到了我，就邀请我到他的藏书室去，很乐意地借给我一些我选中的书。这时，我迷上了诗歌，也写过几首小诗。由于考虑到写诗可能以后有用，我哥哥就鼓励我，并且命我编写两首应时的故事诗。一首叫《灯塔悲剧》，叙述了华萨雷船长和他的两个女儿溺水而死的故事；另一首是水手之歌，叙述了缉拿

contained an account of the drowning of Captain Worthilake, with his two daughters; the other was a sailor's song, on the taking of Teach (or Blackbeard) the pirate. They were wretched stuff, in the Grub-street-ballad style; and when they were printed he sent me about the town to sell them.

The first sold wonderfully, the event being recent, having made a great noise. This flattered my vanity; but my father discouraged me by ridiculing my performances, and telling me verse-makers were generally beggars. So I escaped being a poet, most probably a very bad one; but as prose writing bad been of great use to me in the course of my life, and was a principal means of my advancement, I shall tell you how, in such a situation, I acquired what little ability I have in that way.

There was another bookish lad in the town, John Collins by name, with whom I was intimately acquainted. We sometimes disputed, and very fond we were of argument, and very desirous of confuting one another, which disputatious turn, by the way, is apt to become a very bad habit, making people often extremely disagreeable in company by the



英国作家笛福

海盗铁契(或被称为"黑胡子")的经过。它们都是毫无价值的东西,用低级小调的格式写成;在印好之后,我哥哥就让我到镇上去卖。

第一首卖得很好,因为叙述的事情是新近发生的,曾经产生过很大的轰动。这使我非常得意,但是我父亲却给我泼了冷水,他嘲笑我的诗歌,告诉我说诗人通常都是穷光蛋。这样我就幸免成为一个诗人,而且很可能成为一个十分拙劣的诗人。但是,由于散文写作在我一生中十分有用,而且是我得以发展的一种主要手段,因此我将告诉你,在这种情况下,我是如何获得我在这方面的一点小才能的。

在这个镇子上,另外有一个喜欢读书的孩子,名叫约翰·格林斯,我和他往来密切。我们有时争论,我们的确十分喜欢争辩,而且都很想驳倒对方。这种爱争辩的癖好,顺便说一句,很容易变成一种坏习惯。为了争辩,人们必须提出反对意见,这就常常使一个人在其他人面前变得不受欢迎。因此,它除了使交谈变得别

contradiction that is necessary to bring it into practice; and thence, besides souring and spoiling the conversation, is productive of disgusts and, perhaps enmities where you may have occasion for friendship. I had caught it by reading my father's books of dispute about religion. Persons of good sense, I have since observed, seldom fall into it, except lawyers, university men, and men of all sorts that have been bred at Edinborough.

A question was once, somehow or other, started between Collins and me, of the propriety of educating the female sex in learning, and their abilities for study. He was of opinion that it was improper, and that they were naturally unequal to it. I took the contrary side, perhaps a little for dispute's sake. He was naturally more eloquent, had a ready plenty of words; and sometimes, as I thought, bore me down more by his fluency than by the strength of his reasons.

As we parted without settling the point, and were not to see one another again for some time, I sat down to put my arguments in writing, which I copied fair and sent to him. He answered, and I



富兰克林从小就喜欢读书，经常去别人那里借书看

扭和遭到破坏之外，还会产生反感，甚至使本来可能酝酿融洽友情的场合造成敌意。我这种喜欢争辩的习气，是从阅读我父亲那些有关宗教论辩的书中得来的。从那时起我就发现，除了律师、大学生以及在爱丁堡受过训练的各式各样的人以外，明智的人是很少染上这种习气的。

不知为什么，格林斯和我辩论起妇女是否应接受高等教育和妇女是否有能力从事研究工作的问题来了。他持反对观点，认为她们天赋低劣，难以胜任。我则站在另一面，或许有点儿只是为了争辩而已。他天生就雄辩，有丰富的词汇，有时候我觉得他之所以能压倒我，更多的是得力于他那流畅的语言，而不是他的论据的说服力。

我们分手的时候，问题还没有解决，而且在最近一段时期我们也不再会见面，因此我坐下来，写下了我的论点，誊清之后寄给了他。他回了信，我又答辩。

replied. Three or four letters of a side had passed, when my father happened to find my papers and read them. Without entering into the discussion, he took occasion to talk to me about the manner of my writing; observed that, though I had the advantage of my antagonist in correct spelling and pointing (which I ow'd to the printing-house), I fell far short in elegance of expression, in method and in perspicuity, of which he convinced me by several instances. I saw the justice of his remark, and thence grew more attentive to the manner in writing, and determined to endeavor at improvement.

About this time I met with an odd volume of the Spectator. It was the third. I had never before seen any of them. I bought it, read it over and over, and was much delighted with it. I thought the writing excellent, and wished, if possible, to imitate it. With this view I took some of the papers, and, making short hints of the sentiment in each sentence, laid them by a few days, and then, without looking at the book, try'd to compleat the papers again, by expressing each hinted sentiment at length, and as fully as it had been expressed before, in any suitable words that should come to hand. Then I compared my Spectator with



富兰克林到哥哥的印刷厂当学徒工

就这样，双方交换了三四次信件，这时我父亲碰巧看见了我的信，并读了这些信。尽管他没有参加我们的论辩，但是他趁机和我讨论起我的文章体裁来。他指出，虽然我在正字和标点方面胜过我的论敌（这要归功于印刷厂），但是在措辞的典雅、叙述的条理清晰方面，我还差了一大截，对此他举了几个实例，使我不得不服。我看出了他的评论是公平的，所以从此以后更加注意文章的风格，决定努力改进。

大约在这时候，我偶然看到了一本《旁观者》的零散本，这是第三册。我在这之前从未看见过这个刊物。我买了它，读了一遍又一遍，非常喜欢它。我认为文笔非常优美，并且希望——如果可能的话——模仿它的风格。因此，我拿了几篇论文出来，把每一句的思想做了一个简单的摘要，把它们放下一些日子，然后不看原书，尽量用我自己想得到的合适词语，把每一条摘录下来的思想用完整的句子

the original, discovered some of my faults, and corrected them.

But I found I wanted a stock of words, or a readiness in recollecting and using them, which I thought I should have acquired before that time if I had gone on making verses; since the continual occasion for words of the same import, but of different length, to suit the measure, or of different sound for the rhyme, would have laid me under a constant necessity of searching for variety, and also have tended to fix that variety in my mind, and make me master of it. Therefore I took some of the tales and turned them into verse; and, after a time, when I had pretty well forgotten the prose, turned them back again.

I also sometimes jumbled my collections of hints into confusion, and after some weeks endeavored to reduce them into the best order, before I began to form the full sentences and compleat the paper. This was to teach me method in the arrangement of thoughts. By comparing my work afterwards with the original, I discovered many faults and amended them; but I sometimes had the pleasure of fancying that, in certain particulars of small import, I had been lucky enough to improve the method or the language, and this encouraged me to think I might possibly in time come to be a tolerable English writer, of which I was extremely ambitious.

表达出来，又凑成整篇的论文，使它表达得像以前一样完整。然后，我把我的《旁观者》与原作相比较，发现了一些我的缺点，并做了修正。

但是，我发现我的词汇贫乏，或者说不能很快想出合适的词来用，我想如果我以前坚持写诗的话，那么到那时我的词汇一定会很丰富的，因为经常要寻找具有同样意义但又长度不同的词汇以适合诗的韵律，或者寻找不同音素的词来凑韵脚，会迫使我不断地搜索各种不同形式的同义词，这将有助于我记住这些不同的词，并使我能掌握它们。因此，我抽出其中一些故事，将它们改写成诗；过了一些时候，当我差不多已经忘掉了原来的散文时，又把它们重新还原。

有时，我也会把我摘录的思想打乱来，过了几个星期以后，再努力将它们用最好的次序排列好，然后再把它们写成完整的句子，组织成论文。这是为了教我组织思想的方法。通过比较复原后的文章和原文，我发现了许多缺点，就加以改正。但是，我有时候喜欢幻想：在某些次要的地方，我侥幸改进了原文的条理和语言，这种幻想鼓舞了我，使我相信我将来或许能成为一个不太差的英文作家，在这方面我原来是很有野心的。

My time for these exercises and for reading was at night, after work or before it began in the morning, or on Sundays, when I contrived to be in the printing-house alone, evading as much as I could the common attendance on public worship which my father used to exact on me when I was under his care, and which indeed I still thought a duty, though I could not, as it seemed to me, afford time to practise it.

When about 16 years of age I happened to meet with a book, written by one Tryon, recommending a vegetable diet. I determined to go into it. My brother, being yet unmarried, did not keep house, but boarded himself and his apprentices in another family. My refusing to eat flesh occasioned an inconveniency, and I was frequently chid for my singularity. I made myself acquainted with Tryon's manner of preparing some of his dishes, such as boiling potatoes or rice, making hasty pudding, and a few others, and then proposed to my brother, that if he would give me, weekly, half the money he paid for my board, I would board myself. He instantly agreed to it, and I presently found that I could save half what he paid me. This was an additional fund for buying books.


富兰克林当学徒工时在印刷厂工作

我做这类练习和读书的时间，是在晚上工作结束之后，或者是早上工作开始以前，或者是在星期天。在星期天，我总是设法独自一人留在印刷厂里，尽管我父亲在我还由他管教的时候经常逼我去做礼拜，而我当时确实也认为做礼拜是我们应尽的义务——虽然我好像没有时间去做礼拜——我总是尽可能地躲避参加这种普遍遵守的崇拜仪式。

大约在我16岁的时候，我偶然看到了一本书，是一个叫特瑞昂的人写的宣传蔬食的书。我决定素食。我哥哥还没有结婚，无暇料理家务，他和他的学徒们只好在另外一家人那里包伙食。由于我不吃荤，这造成了不便，我常常因这种怪僻而遭到责备。我让自己学会了一些特瑞昂烹调他自己食物的方法，例如煮山芋、煮饭、做快速布丁等，然后建议我哥哥，如果他愿意把每周付给我的伙食费的一半交给我，我愿意自理伙食，他立即答应了。不久我就发现，我可以从他给我的钱中节省一半，这又是一笔买书的额外钱。

But I had another advantage in it. My brother and the rest going from the printing–house to their meals, I remained there alone, and, despatching presently my light repast, which often was no more than a bisket or a slice of bread, a handful of raisins or a tart from the pastry–cook's, and a glass of water, had the rest of the time till their return for study, in which I made the greater progress, from that greater clearness of head and quicker apprehension which usually attend temperance in eating and drinking.

And now it was that, being on some occasion made asham'd of my ignorance in figures, which I had twice failed in learning when at school, I took Cocker's book of Arithmetick, and went through the whole by myself with great ease. I also read Seller's and Shermy's books of Navigation, and became acquainted with the little geometry they contain; but never proceeded far in that science. And I read about this time Locke On Human Understanding, and the Art of Thinking, by Messrs. du Port Royal.

While I was intent on improving my language, I met with an English grammar (I think it was Greenwood's), at the end of which there were two little sketches of the arts of rhetoric and logic, the latter finishing with a specimen of a dispute in the

但是，这样做我还有另外一个方便之处。当我哥哥和其余的人离开印刷厂去吃饭的时候，我独自一人留在那里，我很快就草草地吃完了我的轻便点心，这通常只是一块饼干或一片面包、一把葡萄干，或者是从面包店买的一块果馅饼和一杯清水。在他们回来以前的这一段时间里，我就有时间读书了。由于饮食方面有节制，常常使人头脑清醒、思维敏捷，所以我的进步更快了。

以前，由于我在某事上因对算术不重视而受到羞辱，在学校时算术曾有两次考试不及格，因此这时我拿来考克氏的算术书，自己从头到尾非常顺利地通学了一遍。我还读了舍勒和谢尔美关于航海的书，掌握了这些书中讲到的一点几何学。除此之外，我对几何学从未有过更深入的研究。大约在这时候，我读了洛克的《人类悟性论》和波特·洛亚尔派的先生们撰写的《思考的艺术》。

正当我全身心地改进我的文体的时候，我看到了一本英语语法(我想它是格林乌的语法)，在这本书的后面，有两篇关于修辞法和逻辑的简介，后面那篇在结束时采用了一个实例，是关于苏格拉底式论辩术的。此后不久，我买到了一部色诺芬的《苏格拉底重要言行录》。在这本书里，有许多同样方法的实例。我很喜欢

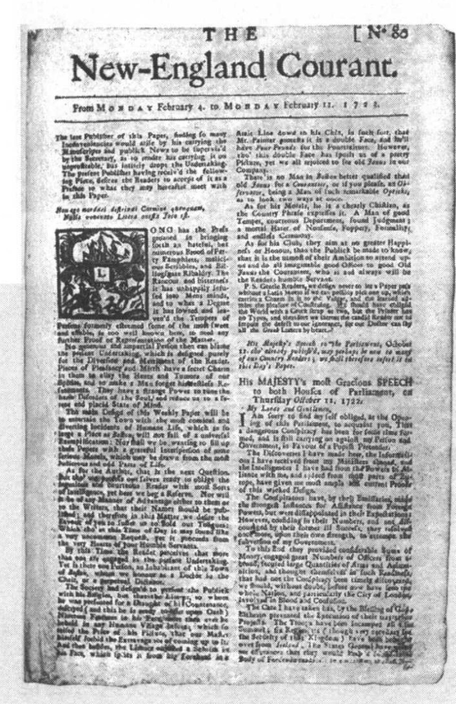
Socratic method; and soon after I procur'd Xenophon's Memorable Things of Socrates, wherein there are many instances of the same method. I was charm'd with it, adopted it, dropt my abrupt contradiction and positive argumentation, and put on the humble inquirer and doubter.

And being then, from reading Shaftesbury and Collins, become a real doubter in many points of our religious doctrine, I found this method safest for myself and very embarrassing to those against whom I used it; therefore I took a delight in it, practis'd it continually, and grew very artful and expert in drawing people, even of superior knowledge, into concessions, the consequences of which they did not foresee, entangling them in difficulties out of which they could not extricate themselves, and so obtaining victories that neither myself nor my cause always deserved. I continu'd this method some few years, but gradually left it, retaining only the habit of expressing myself in terms of modest diffidence; never using, when I advanced any thing that may possibly be disputed, the words certainly, undoubtedly, or any others that give the air of positiveness to an opinion; but rather say, I conceive or apprehend a thing to be so and so; it appears to me, or I should think it so or so, for such and such reasons; or I imagine it to be so; or it is so, if I am not mistaken.

这种方法，就采用了它，放弃了我那种生硬的反驳和武断的立论，变成了一个谦虚的提问者和怀疑者。

然后，由于读了莎夫茨贝利和柯令斯的作品，我对于我们教义的许多地方成了一个真正的怀疑者。我发现用这种方法对我自己是最可靠的，但却令我的对手十分为难。因此，我喜欢上了这种方法，坚持不断地应用它，变得十分巧妙和老到，使人们——即使是很有学问的人，也不得不让步，而这种让步的后果他们又不能预知，这样便可以使他们进入无法自拔的窘境，从而使我自己和我的论题常常获胜，而这种胜利本来是得不到的。这个方法我连续用了好几年，但是后来逐渐放弃了，只保留了用谦逊的口气来表达我个人意见的习惯。当我提出任何可能有争论的意见时，从都不用“一定”、“毫无疑问”或任何其他表示肯定意见的词；而是说“我猜想”，或者是“猜想某事怎样”、“因为什么理由，在我看来这件事好像是”，或者“我想是这么回事”，或者说“我想像是这样的”，或者说“如果我没有搞错的话，事情是这样的”。我相信这个习惯对我非常有益，因为我需要阐述我的观点，劝人们接受我不时地提出来的各种措施。而且，谈话的主要目的是教诲人，或

This habit, I believe, has been of great advantage to me when I have had occasion to inculcate my opinions, and persuade men into measures that I have been from time to time engag'd in promoting; and, as the chief ends of conversation are to inform or to be informed, to please or to persuade, I wish well-meaning, sensible men would not lessen their power of doing good by a positive, assuming manner, that seldom fails to disgust, tends to create opposition, and to defeat every one of those purposes for which speech was given to us, to wit, giving or receiving information or pleasure. For, if you would inform, a positive and dogmatical manner in advancing your sentiments may provoke contradiction and prevent a candid attention. If you wish information and improvement from the knowledge of others, and yet at the same time express yourself as firmly fix'd in your present opinions, modest, sensible men, who do not love disputation, will probably leave you undisturbed in the possession of your error. And by such a manner, you can seldom hope to recommend yourself in pleasing your hearers, or to persuade those whose concurrence you desire.



THE

New-England Courant.

[N° 80

From MONDAY February 4. to MONDAY February 11. 1723.

His MAJESTY's most Gracious SPEECH to both Houses of Parliament, on Thursday October 11, 1722.

富兰克林的哥哥创办的《新英格兰报》

是被别人教诲，让别人高兴或说服别人，因此我希望那些善良的聪明人，为了不削弱他们行善的能力，千万不要采取独断的、自以为是的态度。这种态度往往会令人反感，引起别人的反对，从而彻底破坏语言用于交流思想和增进感情的目的。因为你的目的如果是要教诲人的话，那么讲话时那种过于自信的武断态度有时候会招徕反驳，从而难以做到公正的讨论；如果你的目的是想从别人的知识中获得经验和改进，但同时却又坚定不移地表示你自己的意见，那么，那些谦逊睿智的人由于不爱争辩，他们很可能不愿指出你的错误，使你依然得不到改进。同时，用这种态度，你很难希望使你的谈话对象高兴，或是赢得别人的赞同。

Pope says, judiciously:

"Men should be taught as
if you taught them not,
And things unknown propos'd
as things forgot;"

farther recommending to us

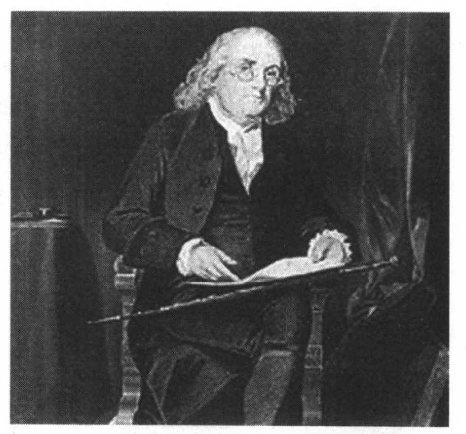
"To speak, tho' sure,
with seeming diffidence."

And he might have coupled with this line that which he has coupled with another, I think, less properly,

"For want of modesty is want of sense."

If you ask, Why less properly? I must repeat the lines,

"Immodest words admit of no defense,
For want of modesty is want of sense."



富兰克林

蒲柏说得很好:

你不应当用教训的口吻去教导人;
别人不懂的东西,
你应当作为他们遗忘了的东西
向他们提出来。

他又要求我们:

即使你自己深信无疑,
说话时也应当外表谦逊。

在这里,他本可以用他在其他地方的一行联句与这句连起来,我认为这比在原来的地方更合适。

因为傲慢就是愚蠢。

如果你问为什么这行诗在原来的位置不很合适,那么我只能引用原诗了:

大言不惭是没有理由的,
因为傲慢即是愚蠢。

Now, is not want of sense (where a man is so unfortunate as to want it) some apology for his want of modesty? and would not the lines stand more justly thus?

"Immodest words admit but this defense,

That want of modesty is want of sense."

This, however, I should submit to better judgments.

My brother had, in 1720 or 1721, begun to print a newspaper. It was the second that appeared in America, and was called the New England Courant. The only one before it was the Boston News-Letter. I remember his being dissuaded by some of his friends from the undertaking, as not likely to succeed, one newspaper being, in their judgment, enough for America. At this time (1771) there are not less than five-and-twenty. He went on, however, with the undertaking, and after having worked in composing the types and printing off the sheets, I was employed to carry the papers thro' the streets to the customers.

He had some ingenious men among his friends, who amus'd themselves by writing little pieces for this paper, which gain'd it credit and made it more in demand, and these gentlemen often visited us. Hearing their conversations, and their accounts of the approbation their papers were received with, I was excited to try my

那么,愚蠢(假如某人不幸而如此愚蠢的话)不正是他傲慢的理由么?这两行诗如果这样写,是不是更合理呢?

大言不惭,只有这唯一的理由,

那就是——傲慢即愚蠢。

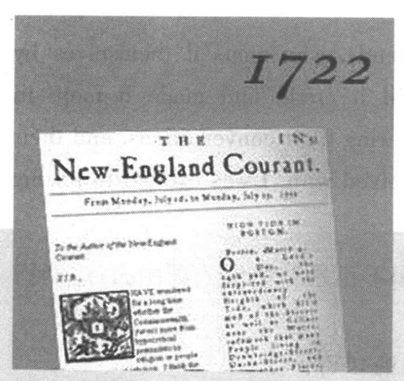
这一点是否如此,希望得到高明之士的不吝赐教。

1720 年或 1721 年,我哥哥开始印发一份报纸。这是在美洲出现的第二份报纸,叫《新英格兰报》。在它之前的唯一一份报纸是《波士顿邮报》。我记得我哥哥的朋友中有人认为,由于这项计划不容易成功,就劝他放弃。据他们判断,既然这里已经有了一家报纸,对于美洲殖民地来说已经足够了。现在(1771 年)这里有了不下 25 份报纸。但是,我哥哥执行了原定计划,在报纸排好版印出来之后,就派我沿街把报纸送给客户。

在他的朋友中,有一些很有才华的人,他们替报纸写了一些小品文来自娱自乐。这些文章提高了报纸的声誉,使其销路更广了。这些绅士们经常来看我

hand among them; but, being still a boy, and suspecting that my brother would object to printing anything of mine in his paper if he knew it to be mine, I contrived to disguise my hand, and, writing an anonymous paper, I put it in at night under the door of the printing –house. It was found in the morning, and communicated to his writing friends when they call'd in as usual. They read it, commented on it in my hearing, and I had the exquisite pleasure of finding it met with their approbation, and that, in their different guesses at the author, none were named but men of some character among us for learning and ingenuity. I suppose now that I was rather lucky in my judges, and that perhaps they were not really so very good ones as I then esteem'd them.

Encourag'd, however, by this, I wrote and convey'd in the same way to the press several more papers which were equally approv'd; and I kept my secret till my small fund of sense for such performances was pretty well exhausted and then I discovered it, when I began to be considered a little more by my brother's acquaintance, and in a manner that did not quite please him, as



富兰克林发表在《新英格兰报》上的匿名文章

们。当我听他们的谈话，听到他们讲他们的报纸是如何受欢迎的时候，我也受到鼓舞，想写一些东西投稿；但是，因为我还是一个孩子，同时我猜想，如果我哥哥知道是我写的，他将会反对在他的报纸上发表我的任何东西的。于是我设法改变了我的笔迹，写了一篇匿名文章，晚上将它放在印刷厂的大门底下。第二天早上，这篇文章被发现了，当那些写文章的朋友照常来访时，文章被交给他们。他们读了，我也听见了他们的评语。令我异常高兴的是，他们称赞了这篇文章，当他们猜测它的作者时，提到的全是我们中间有学问、有智慧的知名之士。现在想起来，我觉得当时对我的鉴定非常侥幸，也许他们并不真的是我当时所想像的那样有眼光的鉴赏家。

尽管如此，在受到鼓励以后，我又写了几篇文章，并用同样的方式投给了报纸，同样获得了赞赏。我守着我的秘密，直到我写这种文章所必需的一点儿常识快要用光时，才拆穿了秘密。这时，我哥哥的朋友们开始对我重视起来，但是我哥

he thought, probably with reason, that it tended to make me too vain. And, perhaps, this might be one occasion of the differences that we began to have about this time. Though a brother, he considered himself as my master, and me as his apprentice, and accordingly, expected the same services from me as he would from another, while I thought he demean'd me too much in some he requir'd of me, who from a brother expected more indulgence.

Our disputes were often brought before our father, and I fancy I was either generally in the right, or else a better pleader, because the judgment was generally in my favor. But my brother was passionate, and had often beaten me, which I took extreamly amiss; and, thinking my apprenticeship very tedious, I was continually wishing for some opportunity of shortening it, which at length offered in a manner unexpected.

One of the pieces in our newspaper on some political point, which I have now forgotten, gave offense to the Assembly. He was taken up, censur'd, and imprison'd for a month, by the speaker's warrant, I suppose, because he would not discover his author. I too was taken up and examin'd before the council; but, tho' I did not give them any satisfaction, they content'd themselves with admonishing me, and dismissed me,

哥却不喜欢;因为,他觉得可能他有充分的理由,这样做或许会使我过于自负。这件事或许是我们俩之间这时正在开始的不和睦的原因之一。尽管他是我哥哥,但他认为他自己是师父,而我是他的徒弟,因此他认为我当然也要像其他徒弟一样为他卖力;然而,我认为他要求我做的某些事过分了些,作为他的弟弟,我认为他应当对我放宽一些。

我们的争执经常递到父亲跟前来。我想,或者是我大多数时候总是对的,或者是我比他能说善辩,因为父亲的判决一般都支持我。但是,我哥哥脾气暴躁,经常揍我,这使我十分生气。我觉得我的学徒生活十分枯燥,因此我不断地希望有机会缩短我的学徒时间。终于,出人意料的机会来了。

我们报纸上刊载的一篇关于某一政治问题的文章——我现在忘记它的题目了——触犯了州议会。议长发出了一份拘押票,逮捕了我哥哥,并控告了他,还判了他一个月的徒刑,我想这大概是因为他不愿泄露他的作者的缘故。我也被逮捕了,在会议上受审,但是,虽然我没有给他们满意的回答,他们也仅仅是教训了我

considering me, perhaps, as an apprentice, who was bound to keep his master's secrets.

During my brother's confinement, which I resented a good deal, notwithstanding our private differences, I had the management of the paper; and I made bold to give our rulers some rubs in it, which my brother took very kindly, while others began to consider me in an unfavorable light, as a young genius that had a turn for libelling and satyr. My brother's discharge was accompany'd with an order of the House (a very odd one), that "James Franklin should no longer print the paper called the New England Courant."

There was a consultation held in our printing-house among his friends, what he should do in this case. Some proposed to evade the order by changing the name of the paper; but my brother, seeing inconveniences in that, it was finally concluded on as a better way, to let it be printed for the future under the name of Benjamin Franklin; and to avoid the censure of the Assembly, that might fall on him as still printing it by his apprentice, the contrivance was that my old indenture should be return'd to me, with a full discharge on the back of it, to be shown on occasion, but to secure to him the benefit of my service, I was to sign new indentures for the remainder of the term, which were to be kept private. A very flimsy scheme it was;

一顿，就放了我，也许是认为我作为一个学徒，有责任为师父保守秘密吧。

尽管我和我哥哥之间存在个人分歧，但是对于他的被判刑，我十分的愤慨。在他被拘留期间，我主持了报纸的业务。在报纸上，我大胆地讽刺了我们的统治者，我哥哥很喜欢这些文章，但是另一些人却开始对我印象不好了，把我看成了一个有诽谤讽刺癖好的天才青年。我哥哥被释放了，州议会同时发出了一道命令(一道十分奇特的命令)，那就是“禁止詹姆斯·富兰克林继续出版《新英格兰报》”。

我哥哥的朋友们在我们印刷厂举行了一次会议，商讨在这种情况下的应对之策。有人提议改变报纸的名称来逃避法令，但是我哥哥认为这样做有许多不便；最后总结出了一个较好的办法，将来这份报纸以本杰明.富兰克林的名义出版。为了避免州议会可能会非难他，说他仍然通过他的学徒出版报纸，他们就提出把我那份旧的师徒合同还给我，在合同背面写明解除一切义务，必要时可以拿出来给人看。但是，为了保障他对我的服役的权益，我还要另外签一份新的合同，以适用于未完的学徒期限，这份合同私下里保密。这实在是一个非常浅薄的计

however, it was immediately executed, and the paper went on accordingly, under my name for several months.

At length, a fresh difference arising between my brother and me, I took upon me to assert my freedom, presuming that he would not venture to produce the new indentures. It was not fair in me to take this advantage, and this I therefore reckon one of the first errata of my life; but the unfairness of it weighed little with me, when under the impressions of resentment for the blows his passion too often urged him to bestow upon me, though he was otherwise not an ill-natur'd man: perhaps I was too saucy and provoking.

When he found I would leave him, he took care to prevent my getting employment in any other printing-house of the town, by going round and speaking to every master, who accordingly refus'd to give me work. I then thought of going to New York, as the nearest place where there was a printer; and I was rather inclin'd to leave Boston when I reflected that I had already made myself a little obnoxious to the governing party, and, from the arbitrary proceedings of the Assembly in my brother's case, it was likely I might, if I stay'd, soon bring myself into scrapes; and farther, that my indiscrete disputations about religion began to make me pointed at with horror by good people as an infidel or atheist.

划，但是马上得到了执行。就这样，这份报纸在我的名义下继续办了几个月。

终于，我和我哥哥之间发生了新的争执，我坚决维护我的自由，认为他不敢冒险拿出新合同来。我这样做是不公平的，因此我认为这是我一生中所犯的最大错误之一；但是，由于他的急躁脾气，经常使他对我拳打脚踢。我在愤恨之际，当然对我这一行动的不正直性觉得无所谓了。但是，他在平时倒不是性情暴戾的人，可能我当时太无礼、太让人生气了。

当他发现我将要离开他时，就故意不让我在镇子里的任何一家印刷厂找到工作。他走遍了各家印刷厂，和每一个老板打了招呼，因此他们都拒绝给我工作。然后，我就想到纽约去，因为那是离波士顿最近的地方，还有一家印刷厂。这时，我已经使自己成为当地统治集团的眼中钉；而且从州议会处理我哥哥的案件中所表现出来的专横，我想到假如我留在这里的话，很可能会使自己陷入困境；另外，由于我对于宗教问题有欠谨慎的言论，使那些善男信女开始把我看成是可怕的异教徒和无神论者了。当我想到这一切时，倒情愿离开波士顿了。

I determin'd on the point, but my father now siding with my brother, I was sensible that, if I attempted to go openly, means would be used to prevent me. My friend Collins, therefore, undertook to manage a little for me. He agreed with the captain of a New York sloop for my passage, under the notion of my being a young acquaintance of his, that had got a naughty girl with child, whose friends would compel me to marry her, and therefore I could not appear or come away publicly. So I sold some of my books to raise a little money, was taken on board privately, and as we had a fair wind, in three days I found myself in New York, near 300 miles from home, a boy of but 17, without the least recommendation to, or knowledge of any person in the place, and with very little money in my pocket.



富兰克林离开波士顿

My inclinations for the sea were by this time worne out, or I might now have gratify'd them. But, having a trade, and supposing myself a pretty good workman, I offer'd my service to the printer in the place, old Mr. William Bradford, who had been the first printer in Pennsylvania, but removed from

我已经决定要离开了，但是因为我父亲这时候偏袒我哥哥，我想如果我公然离开的话，他们会想方设法阻拦我的。因此，我的朋友格林斯为我出了一条小小的妙计。他和纽约州一艘帆船的船长打了招呼，让我搭他的船，说我是他一位年轻友人，由于使一个淘气的女孩子怀了孕，她的朋友们强迫我娶她，因此我不能公开出现或上船。就这样，我卖掉了我一部分书，凑了一点儿盘缠，悄悄地上了船，由于风顺，我三天后就到了纽约，离家几乎有 300 英里。像我这样一个只有 17 岁的男孩子，既没有一封介绍信，也不认识当地任何人，而且我的口袋里仅有少量的钱。

这时，我对航海的兴趣已经消失了，否则我现在倒是能满足这个愿望了。但是，由于我学会了一门手艺，而且我认为自己是一个技术很好的工人，因此我毛遂自荐，找到了当地印刷厂的老板——年迈的威廉·勃拉福，他是宾夕法尼亚第一家印刷厂的老板，在乔治·凯夫争执发生后，他就从那里搬到纽约来了。(译注：乔治·凯夫是英国"教友会"的牧师。他于 1684 年从英国移居到美洲，曾在费城当教师，后来在教义上与教友会其他教友发生争执，就自己创立了"基督教友会"，

thence upon the quarrel of George Keith. He could give me no employment, having little to do, and help enough already; but says he,"My son at Philadelphia has lately lost his principal hand, Aquila Rose, by death; if you go thither, I believe he may employ you." Philadelphia was a hundred miles further; I set out, however, in a boat for Amboy, leaving my chest and things to follow me round by sea.

In crossing the bay, we met with a squall that tore our rotten sails to pieces, prevented our getting into the Kill and drove us upon Long Island. In our way, a drunken Dutchman, who was a passenger too, fell overboard; when he was sinking, I reached through the water to his shock pate, and drew him up, so that we got him in again. His ducking sobered him a little, and he went to sleep, taking first out of his pocket a book, which he desir'd I would dry for him. It proved to be my old favorite author, Bunyan's Pilgrim's Progress, in Dutch, finely printed on good paper, with copper cuts, a dress better than I had ever seen it wear in its own language. I have since found that it has been translated into most of the languages of Europe, and suppose it has been more generally read than any other book, except perhaps the Bible.

Honest John was the first that I know of who mix'd narration and dialogue; a method of writing very engaging to the reader, who in the most interesting parts

又称为"凯夫派")但是他不能雇用我,因为他的生意不多,人手已经足够。不过,他说:"我在费城的儿子最近失去了他的主要助手阿克拉·罗斯,他死了。如果你到那里去,我相信他可能雇用你。"虽然费城有 100 英里远,但我还是坐船朝安蒲出发,留下了我的箱子和行李,以后由海上运来。

在横渡海湾时,我们遭遇到一阵狂风,把我们那破烂不堪的船帆撕成了碎片,因此我们无法驶入基尔河,反而把我们吹到了长岛。在我们的旅途中,有一个喝醉酒的荷兰乘客坠入海中,当他正往下沉的时候,我手伸进海水中,一把抓住他那乱糟糟的头发,将他拉了上来,这样我们又把他放在船上了。坠入水中使他清醒了不少,他先是从口袋里掏出来一本书,要我替他弄干了,然后他就睡觉了。我一看,原来是我老早就仰慕的作家班扬的《天路历程》,是荷兰文版,用上等纸精美地印刷的,还附有铜版插图,其装帧印刷比我曾经看过的用其本国语印制的版本还要好。后来我发现,《天路历程》已经被译成了欧洲大多数语言,我想也许除了《圣经》以外,它比任何其他书都拥有更广泛的读者。

据我所知,"诚实的约翰"(译注:指《天路历程》的作者约翰·班扬)是将叙述

finds himself, as it were, brought into the company and present at the discourse. De Foe in his Cruso, his Moll Flanders, Religious Courtship, Family Instructor, and other pieces, has imitated it with success; and Richardson has done the same, in his Pamela, etc.

When we drew near the island, we found it was at a place where there could be no landing, there being a great surff on the stony beach. So we dropt anchor, and swung round towards the shore. Some people came down to the water edge and hallow'd to us, as we did to them; but the wind was so high, and the surff so loud, that we could not hear so as to understand each other. There were canoes on the shore, and we made signs, and hallow'd that they should fetch us; but they either did not understand us, or thought it impracticable, so they went away, and night coming on, we had no remedy but to wait till the wind should abate; and, in the meantime, the boatman and I concluded to sleep, if we could; and so crowded into the scuttle, with the Dutchman, who was still wet, and the spray beating over the head of our boat, leak'd thro' to us, so that we were soon almost as wet as he. In this manner we lay all night, with very little rest; but, the wind abating the next day, we made a shift to reach Amboy before night, having been thirty hours on the water, without victuals,

和对话混合在一起运用的第一个人。这种写法使读者很感兴趣，读者能在最动人的部分身临其境，亲自参加讨论。笛福在他的《鲁滨逊漂流记》、《摩尔·福兰德尔》、《宗教求爱》、《家庭教师》以及其他作品中，都成功地模仿了这种写法；而且理查逊在他的《帕米拉》等书中，也采用了这种方法。

当我们快要靠近长岛时，我们发现那里没有地方可以登陆，因为那里的海滩海浪汹涌，乱石林立。于是我们就抛了锚，船身向着海岸摇摆着。有人朝海这边来了，对着我们大声叫喊，我们也朝他们大声呼叫，但风浪是如此之大，以至于我们听不清对方说什么，也不能理解相互之间的意思。岸上有小船，我们做了手势，喊他们用小船来接我们。但是，他们或者是没有弄明白我们的意思，或者是认为根本做不到，就走开了。夜幕降临了，除了等风势减弱以外，我们毫无选择。这时候，船老板和我决定去睡觉，如果我们还能睡得着的话。于是我们就挤进小船舱里，和那个浑身湿透的荷兰人待在一起。浪花溅打在船头上，漏进船舱，打在我们身上。因此，没过多久，我们几乎和那个荷兰人一样全身湿透了。我们就这样躺了一夜，根本没有睡着。但是，第二天风渐渐小了，我们努力想在天黑之前到达安蒲，因为我们在海上已经呆了 30 个小

or any drink but a bottle of filthy rum, and the water we sail'd on being salt.

In the evening I found myself very feverish, and went in to bed; but, having read somewhere that cold water drank plentifully was good for a fever, I follow'd the prescription, sweat plentiful most of the night, my fever left me, and in the morning, crossing the ferry, I proceeded on my journey on foot, having fifty miles to Burlington, where I was told I should find boats that would carry me the rest of the way to Philadelphia.

It rained very hard all the day; I was thoroughly soak'd, and by noon a good deal tired; so I stopt at a poor inn, where I staid all night, beginning now to wish that I had never left home. I cut so miserable a figure, too, that I found, by the questions ask'd me, I was suspected to be some runaway servant, and in danger of being taken up on that suspicion. However, I proceeded the next day, and got in the evening to an inn, within eight or ten miles of Burlington, kept by one Dr. Brown. He entered into conversation with me while I took some refreshment, and, finding I had read a little, became very sociable and friendly. Our acquaintance continu'd as long as he liv'd.

He had been, I imagine, an itinerant doctor, for there was no town in England, or country in Europe, of which he could not give a very particular account. He had some letters, and was ingenious, but much of an unbeliever, and wickedly undertook,

时，既没有食物，又没有饮水，只有一瓶混浊的甜酒，而我们航行的海水是咸咸的。

晚上，我发现自己烧得很厉害，就上床睡了；但是，我曾在什么地方读过，说是多喝凉水对发烧有益处，所以我就照着做了，出了大半夜的汗，烧也就退了。到第二天上午，过了渡口，我就朝着 50 英里以外的柏林顿徒步前进。在那里，有人告诉我，我可以找到船送我走完去费城的剩下路程。

这天，下了一整天的大雨，我被浇成了落汤鸡；到了中午，我精疲力竭，于是就在一家小旅店住了一晚上，这时我开始有点而后悔当初不该离家出走了。由于我的外表显得如此寒酸，我发现，从别人问我的话来看，他们怀疑我是一个逃跑的仆人，而且很有可能因为这种嫌疑而遭到逮捕。但是，我第二天还是继续上路；傍晚时住在由勃朗医生开的一家旅店里，这里距离柏林顿有 8 英里或 10 英里远。我吃饭的时候，他进来和我说话。当他发现我读过一些书的时候，变得十分和善友好。他在世的时候，我们的关系一直持续着。

我猜想，他以前是一个行走江湖的医生，因为没有哪个英国或欧洲国家的城镇是他不能详细描述的。他有一些学问，也很聪明，但是不大信宗教；几年以后，

some years after, to travestie the Bible in doggrel verse, as Cotton had done Virgil. By this means he set many of the facts in a very ridiculous light, and might have hurt weak minds if his work had been published; but it never was.

At his house I lay that night, and the next morning reach'd Burlington, but had the mortification to find that the regular boats were gone a little before my coming, and no other expected to go before Tuesday, this being Saturday; wherefore I returned to an old woman in the town, of whom I had bought gingerbread to eat on the water, and ask'd her advice. She invited me to lodge at her house till a passage by water should offer; and being tired with my foot travelling, I accepted the invitation.

She understanding I was a printer, would have had me stay at that town and follow my business, being ignorant of the stock necessary to begin with.

She was very hospitable, gave me a dinner of ox-cheek with great good will, accepting only a pot of ale in return; and I thought myself fixed till Tuesday should come.

However, walking in the evening by the side of the river, a boat came by, which I found was going towards Philadelphia, with several people in her. They took me in, and, as there was no wind, we row'd all the way; and about midnight, not having yet seen the city, some of the company were confident we must have passed it, and would

他甚至恶作剧地将圣经滑稽化，把它改写成拙劣的诗体，就像克顿以前改写维吉尔的诗那样。通过这种方式，他将《圣经》中的许多故事荒谬化了；如果他的作品出版的话，可能会打击那些信心不够的人，但是它从来都没有出版。

我那天晚上住在他店里，第二天早上到了柏林顿，但是懊丧地发现，就在我到达前不久，开往费城的定期航船已经走了。这天是星期六，而在下周二之前不再有开往那里的船了，因此我回到城中一位老妇人那里，我曾向她买了一些准备在船上吃的姜饼，我就问她该怎么办。她请我住到她家中，直到船出航。由于徒步行走的劳累，我接受了她的邀请。

她得知我是一个印刷匠之后，就劝我留在那里开一家印刷厂；但是，她不知道，开印刷厂是要资本的。

她很好客地招待了我，非常善意地请我吃了一顿牛腮肉饭，却只接受一壶啤酒作为回报。就这样，我以为我肯定要等到星期二才能走了。

但是，我傍晚在河边散步的时候，来了一艘船，我发现它是去费城的，船上有几个人。他们搭上了我，由于没有风，所以我们一路上都是划船前进。大约到了午夜，因为还

row no farther; the others knew not where we were; so we put toward the shore, got into a creek, landed near an old fence, with the rails of which we made a fire, the night being cold, in October, and there we remained till daylight. Then one of the company knew the place to be Cooper's Creek, a little above Philadelphia, which we saw as soon as we got out of the creek, and arriv'd there about eight or nine o'clock on the Sunday morning, and landed at the Market-street wharf.

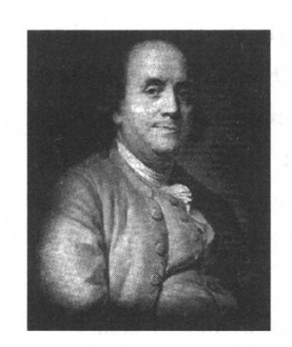
I have been the more particular in this description of my journey, and shall be so of my first entry into that city, that you may in your mind compare such unlikely beginnings with the figure I have since made there.

I was in my working dress, my best cloaths being to come round by sea. I was dirty from my journey; my pockets were stuff'd out with shirts and stockings, and I knew no soul nor where to look for lodging. I was fatigued with travelling, rowing, and want of rest, I was very hungry; and my whole stock of cash consisted of a Dutch dollar, and about a shilling in copper. The latter I gave the people of the boat for my passage, who at first refus'd it, on account of my rowing; but I insisted on their taking it. A man being sometimes more generous when he has but a little money than when he has plenty, perhaps thro' fear of being thought to have but little.

看不到费城，于是有些人确信我们一定已经过了费城，不愿再划了。其他人也不知道我们身处何处，因此我们朝河岸边划过去，进了一条小河，在一个旧木栅旁登岸。因为晚上很冷，正好是 10 月，我们就用木栅生起了火，我们就在那里一直呆到天亮。当时，有一个人认出这地方叫库柏河，离费城北面不远，只要我们划出这条河，费城就可以看到了。大约在星期日早上八九点钟，我们到了费城，在市场街码头上了岸。

我对于我这次旅程的叙述特别详细，我初次进城的经过我也将详细交代，是想让你在想像中比较一下这种不大有希望的开端和我后来在这里出人头地的情况。

我穿着我的工作服，因为我最好的衣服要从海道运来。由于旅途奔波，我脏兮兮的，口袋里装满了衬衫和袜子。我举目无亲，也不知道住在哪里。由于一路上旅行、划船和缺乏休息，我感到很累；而且我又十分饿，但是我的全部现金只有 1 元荷兰币和大约 1 先令的铜币。我将铜币给了船上的人，作为我的船费，他们起初不肯收，因为我划了船；但是我坚持要他们收下。当一个人只有一点儿钱的时候，有时候反而比钱多时更慷慨，这也许是怕别人认为他穷吧。



Chapter 2

Then I walked up the street, gazing about till near the market-house I met a boy with bread. I had made many a meal on bread, and, inquiring where he got it, I went immediately to the baker's he directed me to, in Second-street, and ask'd for bisket, intending such as we had in Boston; but they, it seems, were not made in Philadelphia. Then I asked for a three-penny loaf, and was told they had none such. So not considering or knowing the difference of money, and the greater cheapness nor the names of his bread, I made him give me three-penny worth of any sort. He gave me, accordingly, three great puffy rolls. I was surpriz'd at the quantity, but took it, and, having no room in my pockets, walk'd off with a roll under each arm, and eating the other.

Thus I went up Market-street as far as Fourth-street, passing by the door of

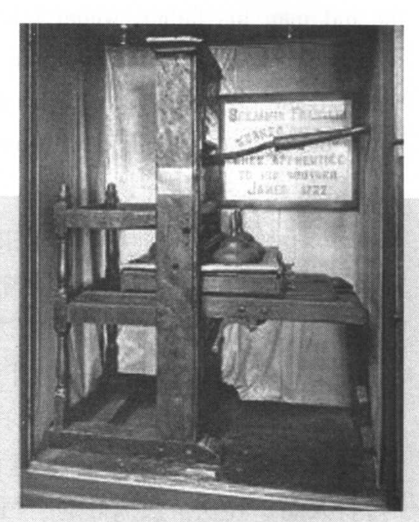
第2章

然后，我走上街，四处游览。直到我走到市场时，我遇见了一个手拿面包的男孩子。我曾好几次以面包当饭吃，在问了他是从哪里买的之后，我立即跑到他指给我的位于第二街的一家面包店，要买我们在波士顿买过的那种硬面包，但是好像他们在费城不做这种面包。然后，我就要3便士一个的面包，却被告知没有。这样，由于没有考虑到或不知道货币价值的差异，在费城物价很低，而且我也不知道有什么面包，于是我就请他给我3便士的任何种类的面包。于是他给了我，是3个大而肥的面包卷。我对这个数量感到很惊异，但是接了过来。由于我的口袋装不下，就两个胳膊下各夹一个，边走边吃另外一个面包。

我就这样沿着市场街一直走到第四街，经过了李德先生的门口，他后来成了

Mr. Read, my future wife's father; when she, standing at the door, saw me, and thought I made, as I certainly did, a most awkward, ridiculous appearance. Then I turned and went down Chestnut-street and part of Walnut-street, eating my roll all the way, and, corning round, found myself again at Market-street wharf, near the boat I came in, to which I went for a draught of the river water; and, being filled with one of my rolls, gave the other two to a woman and her child that came down the river in the boat with us, and were waiting to go farther.

Thus refreshed, I walked again up the street, which by this time had many clean-dressed people in it, who were all walking the same way. I joined them, and thereby was led into the great meeting-house of the Quakers near the market. I sat down among them, and, after looking round awhile and hearing nothing said, being very drowsy thro' labor and want of rest the preceding night, I fell fast asleep, and continued so till the meeting broke up, when one was kind enough to rouse me. This was, therefore, the first house I was in, or slept in, in Philadelphia.



富兰克林使用过的印刷机

我岳父;而我未来的妻子此时正巧站在门口,她看见了我,觉得我非常邋遢,而事实上也真的是这样。接着,我拐了一个弯,走到了板栗街和胡桃街的一段,一路上吃着面包卷;又拐了一个弯之后,发现我又回到了市场街码头,紧靠着我刚才坐来的那艘船。我跑到码头上,喝了一口河水。由于一个面包卷就将肚子填饱了,我把剩余的两个面包给了一个妇女和她的孩子,她和我们一同坐船来这里的,正等着继续前进。

吃完饭之后,我又跑到了街上。这时,街上有许多穿戴整齐的人都在朝同一个方向走。我加入了他们的行列,这样就被带到了市场附近一个巨大的教友会会所。我在他们中间坐了下来,朝四周看了一下,没有听到人讲话。由于第一天晚上的劳动和缺乏睡眠,我感到非常疲倦,很快就睡着了,直到散会才醒过来。这时,一个人好心地叫醒了我。因此,这个会所是我在费城踏进过或是睡过的第一间屋子。

Walking down again toward the river, and, looking in the faces of people, I met a young Quaker man, whose countenance I lik'd, and, accosting him, requested he would tell me where a stranger could get lodging. We were then near the sign of the Three Mariners.

"Here," says he, "is one place that entertains strangers, but it is not a reputable house; if thee wilt walk with me, I'll show thee a better."

He brought me to the Crooked Billet in Water-street. Here I got a dinner; and, while I was eating it, several sly questions were asked me, as it seemed to be suspected from my youth and appearance, that I might be some runaway.

After dinner, my sleepiness return'd, and being shown to a bed, I lay down without undressing, and slept till six in the evening, was call'd to supper, went to bed again very early, and slept soundly till next morning. Then I made myself as tidy as I could, and went to Andrew Bradford the printer's. I found in the shop the old man his father, whom I had seen at New York, and who, travelling on horseback, had got to Philadelphia before me. He introduc'd me to his son, who receiv'd me civilly, gave me a breakfast, but told me he did not at present want a hand, being lately suppli'd with one; but there was another printer in town, lately

我又朝河边走去，观察着人们的脸。我遇到了一位年轻的教友会教徒，他的脸色和蔼，我和他打了招呼，请他告诉我外地人在哪里可以找到住的地方。我们当时正好是在"三个水手"的招牌边上。

"这儿，"他说，"正好是接待外地人的旅店，但是它的声誉不好。如果你愿意跟我来，我可以告诉你一家更好的旅店。"

他把我带到了位于水街的"弯曲旅店"。在这里，我吃了一顿午餐。我在吃饭时，有人问了我几个侦探性的问题，因为从我的年轻和我的服装来看，我好像被怀疑成一个私逃者。

午饭后，我又感到困了，他们给了我一张床，我衣服没脱就躺下了，一直睡到晚上六点钟，被叫去吃晚饭，晚上又很早上床，一直酣睡到第二天早上。接着，我把自己尽可能收拾得整整齐齐得，再到安得鲁·勃拉福的印刷厂去。在店里，我看见了我在纽约曾见过的那个老人，也就是他的父亲。由于他是骑马来的，所以比我要早到费城。他把我介绍给了他的儿子，他儿子很客气地接待了我，请我吃了早餐，但是告诉我他目前不需要人手，因为最近他刚增加了一个人；不过，他又说

set up, one Keimer, who, perhaps, might employ me; if not, I should be welcome to lodge at his house, and he would give me a little work to do now and then till fuller business should offer.

The old gentleman said he would go with me to the new printer; and when we found him, "Neighbor," says Bradford, "I have brought to see you a young man of your business; perhaps you may want such a one."

He ask'd me a few questions, put a composing stick in my hand to see how I work'd, and then said he would employ me soon, though he had just then nothing for me to do; and, taking old Bradford, whom he had never seen before, to be one of the town's people that had a good will for him, enter'd into a conversation on his present undertaking and projects; while Bradford, not discovering that he was the other printer's father, on Keimer's saying he expected soon to get the greatest part of the business into his own hands, drew him on by artful questions, and starting little doubts, to explain all his views, what interests he reli'd on, and in what manner he intended to proceed.

I, who stood by and heard all, saw immediately that one of them was a crafty old sophister, and the other a mere novice. Bradford left me with Keimer, who was

城里有另一家新开业的印刷厂，主人叫凯莫尔，或许可以雇用我；如果不能的话，我可以暂时住在他的店里，他会不时地给我一些零活，直到我找到全职工作。

那位老先生说，他愿意和我一同去见那家新印刷厂的老板。当我们找到了他时，勃拉福说："朋友，我带了一个年轻的印刷工来见你，或许你正需要这样一个人。"

他问了我一些问题，并给了我一个排字架，看我如何工作。然后，他说虽然他暂时还没有事情给我做，但是他不久就可以雇用我。虽然以前从未见过勃拉福，但是他却把老勃拉福当作镇上对他抱有善意的人，和他谈起目前企业的进展和对未来的抱负。由于不知道勃拉福是城里另外一家印刷厂老板的父亲，当听到凯莫尔说他预期不久就可以接下城里绝大部分印刷事务时，勃拉福就通过一些巧妙的提问和一些小小的怀疑，就把对方的全部意图诱了出来，例如他是依靠谁的势力，他准备如何进行，等等。

我站在一旁，听了全部谈话，立刻看出他们中间有一个是一只狡猾的老狐狸，而另一个还是新手。勃拉福让我留在凯莫尔那里。当我告诉凯莫尔那老人

greatly surpris'd when I told him who the old man was.

Keimer's printing-house, I found, consisted of an old shatter'd press, and one small, worn-out font of English which he was then using himself, composing an Elegy on Aquila Rose, before mentioned, an ingenious young man, of excellent character, much respected in the town, clerk of the Assembly, and a pretty poet. Keimer made verses too, but very indifferently. He could not be said to write them, for his manner was to compose them in the types directly out of his head. So there being no copy, but one pair of cases, and the Elegy likely to require all the letter, no one could help him. I endeavor'd to put his press (which he had not yet us'd, and of which he understood nothing) into order fit to be work'd with; and, promising to come and print off his Elegy as soon as he should have got it ready, I return'd to Bradford's, who gave me a little job to do for the present, and there I lodged and dieted. A few days after, Keimer sent for me to print off the Elegy. And now he had got another pair of cases, and a pamphlet to reprint, on which he set me to work.

These two printers I found poorly qualified for their business. Bradford had not been bred to it, and was very illiterate; and Keimer, tho' something of a scholar,

是谁的时候,他大为惊讶。

我发现凯莫尔的印刷厂只有一台旧印刷机和一套磨损了的小号英文铅字,他此时正在用这套铅字排印一首前面已经提过的纪念阿克拉·罗斯的挽歌。罗斯是一个聪明的年轻人,有高尚的品德,在城里很受人们尊敬,是州议会的秘书,也是一个不错的诗人。凯莫尔也写诗,但是非常差劲。他实际上不能说是在写诗,因为他做诗的方式,就是把他头脑中的东西直接排成铅字。这样,因为没有稿子,而且又只有两个活字盘,而挽歌又很可能用上全部的铅字,所以没有人能帮他。我设法把他的印刷机修整了一下(他还没有用过它,他对印刷机一窍不通),使它能够运行;而且我答应,等他把他的挽歌排好版,我就来印刷。然后,我就回到了勃拉福的厂子。勃拉福暂时给了我一点儿零活,我就在他那里住宿吃饭。几天以后,凯莫尔来叫我去印挽歌。这时,他已经弄到了另外两个活字盘,还有一个小册子要重印,他就让我做这工作。

我发现这两个印刷厂老板对他们的业务都知之甚少。勃拉福原来不是学印

was a mere compositor, knowing nothing of presswork. He had been one of the French prophets, and could act their enthusiastic agitations. At this time he did not profess any particular religion, but something of all on occasion; was very ignorant of the world, and had, as I afterward found, a good deal of the knave in his composition. He did not like my lodging at Bradford's while I work'd with him. He had a house, indeed, but without furniture, so he could not lodge me; but he got me a lodging at Mr. Read's, before mentioned, who was the owner of his house; and, my chest and clothes being come by this time, I made rather a more respectable appearance in the eyes of Miss Read than I had done when she first happen'd to see me eating my roll in the street.

I began now to have some acquaintance among the young people of the town, that were lovers of reading, with whom I spent my evenings very pleasantly; and gaining money by my industry and frugality, I lived very agreeably, forgetting Boston as much as I could, and not desiring that any there should know where I resided, except my friend Collins, who was in my secret, and kept it when I wrote to him.

At length, an incident happened that sent me back again much sooner than I had intended. I had a brother-in-law, Robert Holmes, master of a sloop that traded

刷的，文化程度也低。凯莫尔虽然有点儿学问，但也只能排字，却不懂印刷业务。他曾是法国先知派教友之一，能像他们那样热烈和激动地行动。这时，他并不表明什么特殊的信仰，而只各种教派都相信一点。他完全不懂世故，而且后来我发现，在他性格里有许多无赖的成分。当我在他这里工作的时候，他不喜欢我住在勃拉福那里。他原来有一所房子，只是里面没有家具，所以他不能让我去住；不过，他替我在前面提过的李德先生家里找到了住的地方，他是他的房东。我的箱子和衣服这时已经运来了，在李德小姐的眼里，我的样子比她第一次碰巧看见我在街上吃面包卷时体面得多了。

我现在开始认识城里一些喜欢读书的年轻人，晚上和他们愉快地待在一起。靠着我的勤快和节俭，我赚了一点钱，生活过得很舒适。我尽可能地忘掉波士顿，而且除了我的朋友格林斯以外，我也不希望波士顿的任何人知道我的住处。格林斯知道我的地址，我写信给他时，他保守了秘密。

最后，发生了一件偶然的事情，又使我重新回到那里，这比我原定的时间要早得多。我有一个姐夫罗伯特·荷麦斯，是一艘在波士顿和道拉瓦之间经商的帆

between Boston and Delaware. He being at Newcastle, forty miles below Philadelphia, heard there of me, and wrote me a letter mentioning the concern of my friends in Boston at my abrupt departure, assuring me of their good will to me, and that every thing would be accommodated to my mind if I would return, to which he exhorted me very earnestly. I wrote an answer to his letter, thank'd him for his advice, but stated my reasons for quitting Boston fully and in such a light as to convince him I was not so wrong as he had apprehended.

Sir William Keith, governor of the province, was then at Newcastle, and Captain Holmes, happening to be in company with him when my letter came to hand, spoke to him of me, and show'd him the letter.

The governor read it, and seem'd surpris'd when he was told my age. He said I appear'd a young man of promising parts, and therefore should be encouraged; the printers at Philadelphia were wretched ones; and, if I would set up there, he made no doubt I should succeed; for his part, he would procure me the public business, and do me every other service in his power. This my brother-in-law afterwards told me in Boston, but I knew as yet nothing of it; when, one day, Keimer and I being at work together near the window, we saw the governor and another gentleman (which

船的船主。当他在费城南面 40 英里的纽卡斯特尔时，听到了关于我的消息，就给我写了一封信，说到了我突然出走后，在波士顿的朋友们对我的挂念，向我保证了他们对我的善意，而且只要我愿意回去，一切都可以按照我的心愿安排。他十分诚意地劝我回去。我给他写了一封回信，感谢了他的忠告，但是我详尽地叙述了我离开波士顿的理由，这样就可以让他相信，我的出走并不像他以前想像的那样不近情理。

宾夕法尼亚的州长威廉·基夫爵士这时在纽卡斯特尔。当我的信送到我姐夫荷麦斯船主手上时，他正好和州长在一起，就和州长谈到了我，并把我的信给州长看。

州长看了信，当他得知我的年龄时，好像感到很惊异。他说，看来我是一个有前途和才华的青年，因此应当得到鼓励；而且费城的印刷厂质量低劣，如果我在那里开业，他敢肯定我一定会成功的；在他个人这方面，愿意设法替我招揽公家的生意，并在他的权力范围之内，在任何其他方面都尽力帮助我。这是我姐夫后来在波士顿告诉我的，但在我当时还一无所知。有一天，当我和凯莫尔一起在窗

proved to be Colonel French, of Newcastle), finely dress'd, come directly across the street to our house, and heard them at the door.

Keimer ran down immediately, thinking it a visit to him; but the governor inquir'd for me, came up, and with a condescension of politeness I had been quite unus'd to, made me many compliments, desired to be acquainted with me, blam'd me kindly for not having made myself known to him when I first came to the place, and would have me away with him to the tavern, where he was going with Colonel French to taste, as he said, some excellent Madeira.

I was not a little surprised, and Keimer star'd like a pig poison'd. I went, however, with the governor and Colonel French to a tavern, at the corner of Third-street, and over the Madeira he propos'd my setting up my business, laid before me the probabilities of success, and both he and Colonel French assur'd me I should have their interest and influence in procuring the public business of both governments. On my doubting whether my father would assist me in it, Sir William said he would give me a letter to him, in which he would state the advantages, and he did not doubt of prevailing with him.

So it was concluded I should return to Boston in the first vessel, with the

口工作的时候,我们看见州长和另外一位绅士(后来知道他是纽卡斯特尔的富兰克上校)穿着华丽的衣服,穿过街径朝我们工厂走来,接着就听见了敲门声。

凯莫尔立刻跑下楼去,以为这是来看他的;然而,州长要求见我,来到了楼上,用一种我以前不习惯的谦逊,非常礼貌地向我说了许多客气话,表示愿意认识我,还善意地责怪我,在我刚到费城时不让他知道,同时邀我和他同去酒馆,他和富兰克上校原来是想去那里,据他说是去品尝一些上等白葡萄酒。

我惊讶之极,而凯莫尔却呆了,但我还是陪着州长和富兰克上校到了一家位于第三街拐角的酒馆。州长一面喝着酒,一面劝我自己开业,并向我分析成功的可能性。他和富兰克上校都向我保证,我可以利用他们的势力和影响去承接军队和政府两方面的公家生意。当我提出不知我父亲是否愿意在这件事情上帮助我时,威廉爵士说他准备给我一封写给我父亲的信,在信里他会叙述这项计划的优点,而且确信他一定能说服我父亲。

事情就这样定下来了,我将坐下一班船回波士顿,带上州长给我父亲的推荐

governor's letter recommending me to my father. In the mean time the intention was to be kept a secret, and I went on working with Keimer as usual, the governor sending for me now and then to dine with him, a very great honor I thought it, and conversing with me in the most affable, familiar, and friendly manner imaginable.

About the end of April, 1724, a little vessel offer'd for Boston. I took leave of Keimer as going to see my friends. The governor gave me an ample letter, saying many flattering things of me to my father, and strongly recommending the project of my setting up at Philadelphia as a thing that must make my fortune.

We struck on a shoal in going down the bay, and sprung a leak; we had a blustering time at sea, and were oblig'd to pump almost continually, at which I took my turn. We arriv'd safe, however, at Boston in about a fortnight. I had been absent seven months, and my friends had heard nothing of me; for my br. Holmes was not yet return'd, and had not written about me. My unexpected appearance surpriz'd the family; all were, however, very glad to see me, and made me welcome, ex cept my brother. I went to see him at his printing-house. I was better dress'd than ever while in his service, having



富兰克林

信。但在这期间,我们的计划暂时保密,我还和往常一样继续到凯莫尔的印刷厂工作,州长还不时地邀请我去吃饭,当时我想这是一种极大的荣耀;同时,他用一种想像不到的殷勤、亲密和友好的态度和我谈话。

大约在1724年4月底,一艘开往波士顿的小船来了,我辞别了凯莫尔,理由是去看朋友。州长给了我一封厚厚的信,里面对我父亲说了许多恭维我的话,极力推荐我在费城开业的计划,认为这项事业必然会使我成功。

我们的船在驶入海湾时,碰到了沙洲,出现了裂痕,这时海上波涛汹涌,必须几乎不断地抽水,我也轮流上阵。但是,大约过了两个星期,我们安全抵达波士顿。我已经离开7个月了,我的亲友们听不到我的任何消息,因为我姐夫荷麦斯还没有回来,也没有写信提到我。我的意外出现,使全家很是惊异,但是大家看到我都很高兴,除了我哥哥,大家都款待了我。我去他的印刷厂看他。我的服饰比我在他那里当学徒的任何时候都要好,从头到脚穿了一套新的时髦西装,还有一只

a genteel new suit from head to foot, a watch, and my pockets lin'd with near five pounds sterling in silver. He receiv'd me not very frankly, look'd me all over, and turn'd to his work again.

The journeymen were inquisitive where I had been, what sort of a country it was, and how I lik'd it. I prais'd it much, the happy life I led in it, expressing strongly my intention of returning to it; and, one of them asking what kind of money we had there, I produc'd a handful of silver, and spread it before them, which was a kind of raree-show they had not been us'd to, paper being the money of Boston. Then I took an opportunity of letting them see my watch; and, lastly (my brother still grum and sullen), I gave them a piece of eight to drink, and took my leave.

This visit of mine offended him extreamly; for, when my mother some time after spoke to him of a reconciliation, and of her wishes to see us on good terms together, and that we might live for the future as brothers, he said I had insulted him in such a manner before his people that he could never forget or forgive it. In this, however, he was mistaken.

My father received the governor's letter with some apparent surprise, but said little of it to me for some days, when Capt. Holmes returning he showed it to him,

表，而且我的口袋里装了将近5英镑的银币。他勉强接见了我，从头到脚打量了我一番，然后又转身工作去了。

店里的职工很想知道我一直待在哪里，到了一个什么样的地方，以及我是否喜欢那里。我极力地赞扬了那个地方和我在那里的愉快生活，强烈地表示了我打算回去的意图。他们中间有一个人问，我们在那里用哪种钱，我就拿出一把银币，铺在他们面前，这种银币是他们以前从来没有见过的奇观，因为波士顿用的是纸币。然后，我又借机让他们看了我的表；最后（我哥哥仍然绷着脸，很不高兴），我送了他们一块钱买酒喝，就离开了。

这次拜访极大地激怒了我哥哥，因为当我母亲过了一段时候向他提出和解，并表示她希望看到我们和睦相处，将来还能兄弟往来的时候，他却说我在他的职工面前侮辱了他，用了一种他永远不能忘记或饶恕的方式。但是，在这一点上他错了。

我父亲收到州长的信显然有点儿惊奇，但是他好几天都没有向我提到这件事。当荷麦斯船主回来时，他把信给他看，问他是否认识基夫，以及他是哪

ask'd him if he knew Keith, and what kind of man he was; adding his opinion that he must be of small discretion to think of setting a boy up in business who wanted yet three years of being at man's estate. Holmes said what he could in favor of the project, but my father was clear in the impropriety of it, and at last gave a flat denial to it. Then he wrote a civil letter to Sir William, thanking him for the patronage he had so kindly offered me, but declining to assist me as yet in setting up, I being, in his opinion, too young to be trusted with the management of a business so important, and for which the preparation must be so expensive.

My friend and companion Collins, who was a clerk in the post-office, pleas'd with the account I gave him of my new country, determined to go thither also; and, while I waited for my father's determination, he set out before me by land to Rhode Island, leaving his books, which were a pretty collection of mathematicks and natural philosophy, to come with mine and me to New York, where he propos'd to wait for me.

My father, tho' he did not approve Sir William's proposition, was yet pleas'd that I had been able to obtain so advantageous a character from a person of such note where I had resided, and that I had been so industrious and careful as to equip

种人；又补充他的观点说，此人考虑事情一定欠妥，竟然让一个离成年还差3岁的男孩子去经商。荷麦斯尽力表达了他对这项计划的支持，但是我父亲清楚地表示这项计划不合适，最后直截了当地否决了它。然后，他给威廉爵士写了一封措辞委婉的信，感谢他对我的恩德和栽培，但是他不能资助我开业，因为在他看来，我还年纪太小，不相信我能经营管理这么一个需要巨额资金的重大企业。

我的朋友和伙伴格林斯，是邮局的一位职员，在听了我对他讲的关于我到的新地方的事情后非常高兴，决定也要去那里。当我还在等我父亲的决定时，他就在我之前先从陆路出发上罗德岛了。他把他的一些书留了下来，这是一些关于数学和自然哲学的书，将它们和我自己的书以及我本人一同送到纽约，他准备在那里等我。

虽然我父亲不赞同威廉爵士的计划，但是他仍然感到欣慰的是，我能够从我所在地如此有声望的人那里获得这样一封饱受赞誉的推荐函，以及我在这么短的时间内通过自己的勤劳和谨慎而把自己打扮得如此体面。因此，既然看不到我

myself so handsomely in so short a time; therefore, seeing no prospect of an accommodation between my brother and me, he gave his consent to my returning again to Philadelphia, advis'd me to behave respectfully to the people there, endeavor to obtain the general esteem, and avoid lampooning and libeling, to which he thought I had too much inclination; telling me, that by steady industry and a prudent parsimony I might save enough by the time I was one-and-twenty to set me up; and that, if I came near the matter, he would help me out with the rest. This was all I could obtain, except some small gifts as tokens of his and my mother's love, when I embark'd again for New York, now with their approbation and their blessing.

The sloop putting in at Newport, Rhode Island, I visited my brother John, who had been married and settled there some years. He received me very affectionately, for he always lov'd me. A friend of his, one Vernon, having some money due to him in Pensilvania, about thirty-five pounds currency, desired I would receive it for him, and keep it till I had his directions what to remit it in. Accordingly, he gave me an order. This afterwards occasion'd me a good deal of uneasiness.

At Newport we took in a number of passengers for New York, among which

和我哥哥之间和解的可能，他就答应让我回费城，并且劝我对当地人士应当谦恭有礼，努力获得人们普遍的好评，尽量避免讽刺和诽谤，他认为我非常喜欢这样做。他还告诉我，通过不断的辛勤劳动和谨慎节约，那么到我21岁时，我或许能攒足开业的资金；假如那时候我的积蓄接近所需数额的话，他会帮我凑齐剩余的钱款。除了我上船重返纽约时，他给我的表示父母爱子之心的一些小纪念品之外，这就是我所能得到的一切了。不过，我这次去纽约，是得到了他们的同意和祝福的。

帆船停靠在罗德岛的新港，我去看了我哥哥约翰。他已经结了婚，已经在这里安家好几年了。他很亲热地接待了我，因为他一直爱着我。他的一个朋友，一个叫弗朗斯的人，在宾夕法尼亚有人欠了他一笔钱，大约35英镑，希望我能代他收这笔钱，并代他保管，直到我接到他的通知，把款汇给他为止。因此，他给了我一张汇票。这件事后来给我带来极大的不安。

在新港，我们船上来了好几位去纽约的旅客，在他们中间有两个年轻的女子（她们是一起的伙伴）和一位严肃、明智、管家婆似的教友会妇人及其仆人。我谦

were two young women, companions, and a grave, sensible, matron-like Quaker woman, with her attendants. I had shown an obliging readiness to do her some little services, which impress'd her I suppose with a degree of good will toward me; therefore, when she saw a daily growing familiarity between me and the two young women, which they appear'd to encourage, she took me aside, and said: "Young man, I am concern'd for thee, as thou has no friend with thee, and seems not to know much of the world, or of the snares youth is expos'd to; depend upon it, those are very bad women; I can see it in all their actions; and if thee are not upon thy guard, they will draw thee into some danger; they are strangers to thee, and I advise thee, in a friendly concern for thy welfare, to have no acquaintance with them."

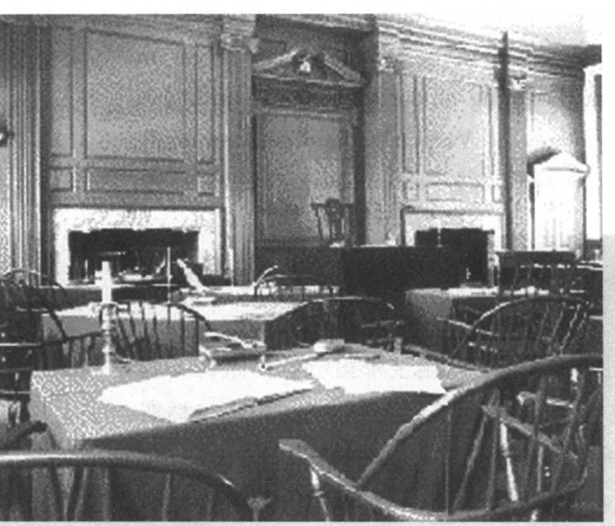
As I seem'd at first not to think so ill of them as she did, she mentioned some things she had observ'd and heard that had escap'd my notice, but now convinc'd me she was right. I thank'd her for her kind advice, and promis'd to follow it. When we arriv'd at New York, they told me where they liv'd, and invited me to come and see them; but I avoided it, and it was well I did; for the next day the captain miss'd a silver spoon and some other things, that had been taken out of his

逊地对她表示，很乐意为她做些小事，我想这使她对我有了一些好感。因此，当她看到我和那两个年轻女子的关系一天天变得亲热，而且她们好像也鼓励这种发展时，她就把我拉到一边，说："年轻人，我真替你担心，因为你身边没有朋友，而且你好像也不大懂得世事，或者是那些年轻人很容易上的圈套。要知道，那是些很坏的女人，我可以从她们的各种行动中看出来。假如你不提高警惕的话，她们将会置你于危险境地。你又不认识她们，为了对你的幸福表示友好的关怀，我劝你还是不要和她们来往。"

由于我起初好像对她们并没有她那样的厌恶感，她就提到了一些她观察到和听到的事情，而这些却正是我疏忽了的。当时她使我相信她是对的，我就感谢了她的善意忠告，答应听她的话。当我们到达纽约时，她们告诉我她们住在什么地方，还邀请我去看她们，但是我没有去；也幸亏我这样做了，因为第二天船主就丢失了一只银勺子和其他一些东西，这些东西是从他的舱房里被偷走的。由于船主知道这两个女子是妓女，就领了一张搜查证，搜查了她们的住所，找到了被偷的东西，让这两个小偷受到了处罚。所以，虽然我们在途中躲过了一块沉在海底

cabbin, and, knowing that these were a couple of strumpets, he got a warrant to search their lodgings, found the stolen goods, and had the thieves punish'd. So, tho' we had escap'd a sunken rock, which we scrap'd upon in the passage, I thought this escape of rather more importance to me.

At New York I found my friend Collins, who had arriv'd there some time before me. We had been intimate from children, and had read the same books together; but he had the advantage of more time for reading and studying, and a wonderful genius for mathematical learning, in which he far outstript me. While I liv'd in Boston most of my hours of leisure for conversation were spent with him, and he continu'd a sober as well as an industrious lad; was much respected for his learning by several of the clergy and other gentlemen, and seemed to promise making a good figure in life. But, during my absence, he had acquir'd a habit of sotting with brandy; and I found by his own account, and what I heard from others, that he had been drunk every day since his arrival at New York, and behav'd very oddly. He had gam'd, too, and



美国独立大厅

的暗礁——它曾擦过我们的船边，但是我想这次避开这两个女人，对我来说却更重要。

在纽约，我找到了我的朋友格林斯，他比我先到那儿一段时间。我们从童年时代就很亲密，而且在一起读了一些相同的书；但是他有更多的时间来读书和钻研，同时在数学学习上有极好的天赋，所以在这方面他远远跑在我前面。当我在波士顿的时候，我大部分空闲聊天的时间就是和他一起度过的。他当时不仅是个勤劳的小伙子，而且滴酒不沾，他的学识受到当地几个牧师和其他绅士们的高度尊敬，在人生道路上似乎是一个大有作为的青年。但是，当我不在波士顿的时候，他染上了酗酒的坏毛病。从他自己的叙述以及我从别人那里所听到的，得知他自从到纽约以后，每天都喝得醉醺醺的，而且举止怪异。他还赌博，并且输掉了钱，这样我就

lost his money, so that I was oblig'd to discharge his lodgings, and defray his expenses to and at Philadelphia, which prov'd extremely inconvenient to me.

The then governor of New York, Burnet (son of Bishop Burnet), hearing from the captain that a young man, one of his passengers, had a great many books, desir'd he would bring me to see him. I waited upon him accordingly, and should have taken Collins with me but that he was not sober.

The gov'r. treated me with great civility, show'd me his library, which was a very large one, and we had a good deal of conversation about books and authors. This was the second governor who had done me the honor to take notice of me; which, to a poor boy like me, was very pleasing.

We proceeded to Philadelphia. I received on the way Vernon's money, without which we could hardly have finish'd our journey. Collins wished to be employ'd in some counting-house, but, whether they discover'd his dramming by his breath, or by his behaviour, tho' he had some recommendations, he met with no success in any application, and continu'd lodging and boarding at the same house with me, and at my expense. Knowing I had that money of Vernon's, he was continually borrowing of me, still promising repayment as soon as he should be in business. At

只好替他付房租，并承担他去费城的路费和在费城生活的费用，这些后来给我带来了极大的不便。

当时的纽约州州长博耐特(博耐特主教的儿子)从船主那里听说在乘客中有一个年轻人，带了一大堆书，就要求带我去见他，因此我就去拜访他。如果格林斯当时不是喝醉酒的话，我一定会带他同去的。

州长非常热情地招待了我，带我参观了他的藏书室，那是一个很大的藏书室，我们谈了许多关于书和作家的话题。这是第二位赏识我的州长，对我而言是一种荣幸。对于像我这样的穷小子来说，这种赏识是十分令人高兴的。

我们向费城前进了。我在路上收到了弗朗斯的钱。假如没有这笔钱，我们就几乎没有钱走完我们的旅程。格林斯想从事会计工作，虽然他有一些推荐信，但人家或者是从他的呼吸中，或者是从他的举止上看出了他喜欢喝酒，所以一直没有找到工作，只好继续和我在同一个地方食宿，费用则由我承担。由于知道我有弗朗斯还的钱，他就不断向我借钱，而且一直许诺说，只要他有了工作就还给我。

length he had got so much of it that I was distress'd to think what I should do in case of being call'd on to remit it.

His drinking continu'd, about which we sometimes quarrell'd; for, when a little intoxicated, he was very fractious. Once, in a boat on the Delaware with some other young men, he refused to row in his turn.

"I will be row'd home," says he. "We will not row you," says I. "You must, or stay all night on the water," says he, "just as you please." The others said, "Let us row; what signifies it?" But, my mind being soured with his other conduct, I continu'd to refuse. So he swore he would make me row, or throw me overboard; and coming along, stepping on the thwarts, toward me, when he came up and struck at me, I clapped my hand under his crutch, and, rising, pitched him head-foremost into the river. I knew he was a good swimmer, and so was under little concern about him; but before he could get round to lay hold of the boat, we had with a few strokes pull'd her out of his reach; and ever when he drew near the boat, we ask'd if he would row, striking a few strokes to slide her away from him. He was ready to die with vexation, and obstinately would not promise to row. However, seeing him at last beginning to tire, we lifted him in and brought him home dripping wet in the

到后来,他用了弗朗斯那么多钱,就使我焦虑地想,如果弗朗斯要我把这笔钱寄过去的话,我该如何是好。

他还是经常喝酒,我们有时候也为这件事而争吵,因为当他稍微喝醉酒的时候,脾气就会很坏。有一次,他和其他几个年轻人在道拉瓦划船,当轮到他划船时,他不肯。

"我要你们把我划回家去。"他说。"我们决不替你划。"我说。"你们非划不可,否则整个晚上就待在水上。随你们的便。"他说。其他人说:"就让我们划吧,有什么大不了的呢?"但是,因为我正对他另外的事情生气,就坚持不肯划。于是,他发誓一定要我划船,否则就把我扔进河里。他站在坐板上,朝我走了过来。当他跑上来打我时,我伸手抓住他的腿,站了起来,把他头朝下脚朝天抛进了水中。我知道他是个游泳高手,所以一点儿也不担心他。但是在他回转身来攀住船舷之前,我们划了几下船,使他抓不到;每当他游近船边时,我们就问他是否愿意划船,同时划几下船离开他。他气得要死,固执地不肯答应划船。但是,当后来看到他开始疲惫时,我们将他拉上了船,在晚上将他湿淋淋地送回

evening. We hardly exchang'd a civil word afterwards, and a West India captain, who had a commission to procure a tutor for the sons of a gentleman at Barbadoes, happening to meet with him, agreed to carry him thither. He left me then, promising to remit me the first money he should receive in order to discharge the debt; but I never heard of him after.

The breaking into this money of Vernon's was one of the first great errata of my life; and this affair show'd that my father was not much out in his judgment when he suppos'd me too young to manage business of importance. But Sir William, on reading his letter, said he was too prudent. There was great difference in persons; and discretion did not always accompany years, nor was youth always without it.

"And since he will not set you up," says he, "I will do it myself. Give me an inventory of the things necessary to be had from England, and I will send for them. You shall repay me when you are able; I am resolv'd to have a good printer here, and I am sure you must succeed."

This was spoken with such an appearance of cordiality, that I had not the least doubt of his meaning what he said. I had hitherto kept the proposition of my setting up, a secret in Philadelphia, and I still kept it. Had lt been known that I depended on the

了家。后来,我们几乎没有好言好语说过一句话。一个西印度的船主受人之托,替巴巴多群岛一个地主的儿子找一位家庭教师,正好遇到他,答应带他去那儿。然后,他离开了我,答应等他领到第一笔钱就寄给我还债,但是此后我再也没有听到他的消息。

挪用弗朗斯这笔钱,是我一生中最大的错误之一。这件事说明我父亲的判断是相当正确的,当时他认为我太年轻,还不能经营重大企业。但是当威廉爵士读了我父亲的信时,他说我父亲过分谨慎了,人与人之间存在很大差异,年长者不一定都很谨慎,而年轻人也不全都是不谨慎的。

"既然他不愿意帮你开业,"他说,"那我自己来得了。你把必须从英国购买的东西开一张单子给我,我去订购。等你以后有能力时再还给我。我决定要让这里有一家出色的印刷厂,我相信你一定会成功的。"

他这些话是以诚恳的态度说出来的,我深信他是很认真的。在那以前,我对于在费城开业的计划是保密的,到这时我仍然没有告诉别人。但是假如有人知道我把希望寄托在州长身上,也许一些知道他性格的友人会劝我不要指望他的,因

governor, probably some friend, that knew him better, would have advis'd me not to rely on him, as I afterwards heard it as his known character to be liberal of promises which he never meant to keep. Yet, unsolicited as he was by me, how could I think his generous offers insincere? I believ'd him one of the best men in the world.

I presented him an inventory of a little print'g-house, amounting by my computation to about one hundred pounds sterling. He lik'd it, but ask'd me if my being on the spot in England to chuse the types, and see that every thing was good of the kind, might not be of some advantage.

"Then," says he, "when there, you may make acquaintances, and establish correspondences in the bookselling and stationery way." I agreed that this might be advantageous. "Then," says he, "get yourself ready to go with Annis;" which was the annual ship, and the only one at that time usually passing between London and Philadelphia. But it would be some months before Annis sail'd, so I continu'd working with Keimer, fretting about the money Collins had got from me, and in daily apprehensions of being call'd upon by Vernon, which, however, did not happen for some years after.

I believe I have omitted mentioning that, in my first voyage from Boston, being becalm'd off Block Island, our people set about catching cod, and hauled up a great

为我后来听说他有一个人尽皆知的脾气，那就是随意许下心愿却又不打算履行诺言。不过，由于我根本没有请他帮忙，我怎么能想到他那慷慨的支持是虚伪的呢？我还认为他是这个世界上最好的人呢。

我给他提供了一份小型印刷厂的设备清单。根据我的估计，大约需要100英镑。州长很高兴地接过清单，但是又问我，如果我自己在英国，亲自到场选铅字，并检查各种器件的质量，是不是要更好些。

“那么，”他说，“你在那里的时候，可以认识一些人，在贩卖书籍和文具方面建立一些联系。”我同意这样做或许会有帮助。“那好，”他说，“准备坐安妮斯号去那里。”在当时，安妮斯号是每年经常往来于伦敦和费城之间的唯一船只。但是离安妮斯号起航还有好几个月的时间，所以我继续和凯莫尔在一起工作，一面着急格林斯从我这里拿走的钱，每天都在担心弗朗斯来要钱；但是，好几年过去了，这件事一直都没有发生。

我相信我遗漏了这件事：在我第一次从波士顿来费城的旅途中，由于风浪太大

many. Hitherto I had stuck to my resolution of not eating animal food, and on this occasion consider'd, with my master Tryon, the taking every fish as a kind of unprovoked murder, since none of them had, or ever could do us any injury that might justify the slaughter. All this seemed very reasonable. But I had formerly been a great lover of fish, and, when this came hot out of the frying-pan, it smelt admirably well. I balanc'd some time between principle and inclination, till I recollected that, when the fish were opened, I saw smaller fish taken out of their stomachs; then thought I, "If you eat one another, I don't see why we mayn't eat you." So I din'd upon cod very heartily, and continued to eat with other people, returning only now and then occasionally to a vegetable diet. So convenient a thing it is to be a reasonable creature, since it enables one to find or make a reason for everything one has a mind to do.

Keimer and I liv'd on a pretty good familiar footing, and agreed tolerably well, for he suspected nothing of my setting up. He retained a great deal of his old enthusiasms and lov'd argumentation. We therefore had many disputations.

I used to work him so with my Socratic method, and had trepann'd him so often by questions apparently so distant from any point we had in hand, and yet by degrees lead to the point, and brought him into difficulties and contradictions,that at

而将船停靠在布洛克岛，我们这些乘客开始捕捉鳕鱼，而且打捞到了许多。直到这时，我还坚持不吃荤食的习惯，而且在这种场合下，我和我的老师特瑞昂一样，认为每捉一条鱼，就相当于一种无缘无故的谋杀，因为它们过去既没有伤害我们，将来也不会，我们没有正当的理由去杀害它们。这一切好像很有道理。但是我过去非常爱吃鱼，所以当鱼儿热乎乎地从煎锅里盛出来时，香味扑鼻。我会在原则和嗜好之间犹豫好长时间，直到我记起来，我看见剖鱼时从鱼肚子里拿出来的小鱼，这时我就想："如果你们都互相吞食，我就为什么不能吃你们呢？"于是，我痛痛快快地吃了一顿鳕鱼，以后还继续和别人一起吃鱼，只是偶尔恢复一下素食。做一个有理性的生物原来是这么的方便，因为它能使人找到或者是制造出理由，去做人心里想做的事。

凯莫尔和我相处得很好，意见也合得来，因为他一点都不知道我开业的事。他还保持着他原来的极度虔诚，而且喜欢争辩，所以我们有过很多次争论。

我常常用我的苏格拉底方法来和他辩论，用一些显然离题很远的问题，逐渐把他引入困境，诱进各种困难和矛盾之间，这种方法常常使他中圈套，最后甚至使他变得可笑般地谨慎，几乎不愿意回答我最普通的问题了，而且总是先

last he grew ridiculously cautious, and would hardly answer me the most common question, without asking first, "What do you intend to infer from that?" However, it gave him so high an opinion of my abilities in the confuting way, that he seriously proposed my being his colleague in a project he had of setting up a new sect. He was to preach the doctrines, and I was to confound all opponents. When he came to explain with me upon the doctrines, I found several conundrums which I objected to, unless I might have my way a little too, and introduce some of mine.

Keimer wore his beard at full length, because somewhere in the Mosaic law it is said, "Thou shalt not mar the corners of thy beard." He likewise kept the Seventh day, Sabbath; and these two points were essentials with him. I dislik'd both; but agreed to admit them upon condition of his adopting the doctrine of using no animal food.

"I doubt," said he, "my constitution will not bear that." I assur'd him it would, and that he would be the better for it. He was usually a great glutton, and I promised myself some diversion in half starving him. He agreed to try the practice, if I would keep him company. I did so, and we held it for three months. We had our victuals dress'd, and brought to us regularly by a woman in the neighborhood, who had from me a list of forty dishes to be prepar'd for us at different times, in all which there

问"你究竟想从这一点引导出什么？"但是，这件事却使他对我的辩才给予了很高的评价，以至于认真地提议要我成为他的同事，帮他成立一个新教派。他打算去讲道，我将驳斥一切反对者。当他向我解释那些教义时，我发现其中有一些莫名其妙的东西正是我所反对的，除非我也可以参加一点意见，介绍一些我自己对宗教的看法。

凯莫尔留着长长的胡子，因为在摩西律法中有一条说："不得毁坏你胡须的边缘。"他同样也将星期六作为安息日，这两点对他来说是必须遵守的，而我却全都不喜欢；但是我同意遵守它们，假如他接受不吃荤食这一条的话。

"我担心，"他说，"我的身体会支持不住。"我向他保证，身体不会受到影响，而且他的健康会因此而变得更好。他平常是个贪吃的人，因此我想他将来半饥半饿的样子倒是很好玩。他同意试试，假如我愿意陪他的话。我陪了他，我们坚持了 3 个月。我们的食物经常是由一个邻家妇女做好之后送来的，她从我这里拿去一张菜单，上面列了 40 种菜肴，在不同的时间为我们做好这些菜。这其中既没有鱼，也没有鸡鸭。这时，这种想入非非的念头更适合我的要求，因为

was neither fish, flesh, nor fowl, and the whim suited me the better at this time from the cheapness of it, not costing us above eighteenpence sterling each per week.

I have since kept several Lents most strictly, leaving the common diet for that, and that for the common, abruptly, without the least inconvenience, so that I think there is little in the advice of making those changes by easy gradations.

I went on pleasantly, but poor Keimer suffered grievously, tired of the project, long'd for the flesh-pots of Egypt, and order'd a roast pig. He invited me and two women friends to dine with him; but, it being brought too soon upon table, he could not resist the temptation, and ate the whole before we came.

I had made some courtship during this time to Miss Read. I had a great respect and affection for her, and had some reason to believe she had the same for me; but, as I was about to take a long voyage, and we were both very young, only a little above eighteen, it was thought most prudent by her mother to prevent our going too far at present, as a marriage, if it was to take place, would be more convenient after my return, when I should be, as I expected, set up in my business. Perhaps, too, she thought my expectations not so well founded as I imagined them to be.

My chief acquaintances at this time were Charles Osborne, Joseph Watson, and

它省钱，我们每周的花费不超过 18 个便士。

从那以后，我曾好几次十分严格地保持素食。突然从平常的食物改为吃斋，或从吃斋改为平常的伙食，对于我没有一点儿不便，因此我认为，当有人劝我说吃斋应当依照易行原则逐渐改变时，是没有什么道理的。

我很愉快地吃着素食，但是可怜的凯莫尔却痛苦难堪，厌倦了这项计划，一心向往着美食佳肴，因此订了一份烤猪肉。他请了我和两位女友和他一同进餐，但是因为烤猪肉端上桌太早了，他抵挡不住那种诱惑，在我们到达之前就把它全吃光了。

在这期间，我和李德小姐恋爱了。我非常尊敬她，也很爱慕她；而且我有理由相信，她对我也是如此。但是，因为我即将去海外长途旅行，而且我们都很年轻，才刚过 18 岁，她母亲认为最稳妥的办法就是我们目前不要操之过急，因为如果要结婚的话，最合适的时间是在我回来之后。到那时候，就像我所预料的那样，我将自己开业。也许她也觉得，我的期望并不像我所想像的那样有依据。

这时，我的主要朋友是查理·奥斯本、约瑟夫·沃特森和詹姆斯·拉尔夫，他们

James Ralph, all lovers of reading. The two first were clerks to an eminent scrivener or conveyancer in the town, Charles Brogden; the other was clerk to a merchant.

Watson was a pious, sensible young man, of great integrity; the others rather more lax in their principles of religion, particularly Ralph, who, as well as Collins, had been unsettled by me, for which they both made me suffer.

Osborne was sensible, candid, frank; sincere and affectionate to his friends; but, in literary matters, too fond of criticising. Ralph was ingenious, genteel in his manners, and extremely eloquent; I think I never knew a prettier talker. Both of them great admirers of poetry, and began to try their hands in little pieces.

Many pleasant walks we four had together on Sundays into the woods, near Schuylkill, where we read to one another, and conferr'd on what we read.

Ralph was inclin'd to pursue the study of poetry, not doubting but he might become eminent in it, and make his fortune by it, alleging that the best poets must, when they first began to write, make as many faults as he did. Osborne dissuaded him, assur'd him he had no genius for poetry, and advis'd him to think of nothing beyond the business he was bred to;



李德小姐

全都喜欢读书，前两人是镇上一位有名的公证人查理·博洛戈登的书记，另一位是商店的职员。

沃特森是一个虔诚而聪明的年轻人，十分正直诚实；其他两人在宗教信仰方面比较淡漠，尤其是拉尔夫，他就像格林斯，由于受了我的影响而动摇了宗教信仰，为此他们两人都使我自食其果。

奥斯本通情达理、正直、坦率，对待朋友诚恳而富有热情；但是，他在文笔方面过于喜欢批评。拉尔夫很有才华，举止优雅，而且十分雄辩，我想我从没有见过比他更善于辞令的人。这两个人都酷爱诗歌，并且试着写了几首小诗。

在星期天，我们四个人常常一起愉快地去斯古基河附近的森林中散步。我们在森林里相互朗读作品，然后评论我们所读的作品。

拉尔夫喜欢研究诗，而且深信他会因此而出名发财，还说即使是最出色的诗人，当他们刚开始写诗时，也必定会像他一样有许多缺点。奥斯本却劝阻他，让他

that, in the mercantile way, tho' he had no stock, he might, by his diligence and punctuality, recommend himself to employment as a factor, and in time acquire wherewith to trade on his own account. I approv'd the amusing one's self with poetry now and then, so far as to improve one's language, but no farther.

On this it was propos'd that we should each of us, at our next meeting, produce a piece of our own composing, in order to improve by our mutual observations, criticisms, and corrections. As language and expression were what we had in view, we excluded all considerations of invention by agreeing that the task should be a version of the eighteenth Psalm, which describes the descent of a Deity. When the time of our meeting drew nigh, Ralph called on me first, and let me know his piece was ready. I told him I had been busy, and, having little inclination, had done nothing. He then show'd me his piece for my opinion, and I much approv'd it, as it appear'd to me to have great merit. "Now," says he, "Osborne never will allow the least merit in any thing of mine, but makes 1000 criticisms out of mere envy. He is not so jealous of you; I wish, therefore, you would take this piece, and produce it as yours; I will pretend not to have had time, and so produce nothing. We shall then see what he will say to it." It was agreed, and I immediately transcrib'd it, that it might appear in my own hand.

相信他没有诗人的天赋，建议他不要好高骛远，而是专心致力地做好他的生意；他认为，拉尔夫在商业方面虽然没有资金，但是靠他的勤奋和坚持，他可能当得上一个代理商，再经过适当的锻炼，可以独立经商。我赞成偶尔写写诗来消遣一下，以改进自己的语言风格，但是除此之外别无他意。

关于写诗，有人提议，为了相互观摩、批评和提高，在下次见面时，我们每个人都要拿出一篇自己写的诗来。因为我们只将目标限于语言和表达方式，而不去考虑虚构和幻想，因此我们都同意改写诗篇第十八篇，这一篇描述的是上帝降临。当我们的会期将到时，拉尔夫首先来拜访我，告诉我说他的诗已经完成了。我告诉他我一直很忙，而且没有兴趣，因此什么也没写。然后，他将他的诗给我看，征求我的意见。我大大地赞扬了它，因为在我看来，它好像是一首非常优秀的诗。"但是，"他说，"奥斯本从来都不肯承认我的任何作品中一丝一毫的优点，由于忌妒，他只会有上千条批评。他对你并不这么嫉妒，因此我希望你带这首诗去，就当是你自己的；我则假装没有时间，什么也没有写。然后，我们就可以看他说些什么。"这项提议得到了我的同意，我立刻把它誊写下来，这样它看起来就像是出自我的手。

We met; Watson's performance was read; there were some beauties in it, but many defects. Osborne's was read; it was much better; Ralph did it justice; remarked some faults, but applauded the beauties. He himself had nothing to produce. I was backward; seemed desirous of being excused; had not had sufficient time to correct, etc.; but no excuse could be admitted; produce I must. It was read and repeated; Watson and Osborne gave up the contest, and join'd in applauding it.

Ralph only made some criticisms, and propos'd some amendments; but I defended my text. Osborne was against Ralph, and told him he was no better a critic than poet, so he dropt the argument. As they two went home together, Osborne expressed himself still more strongly in favor of what he thought my production; having restrain'd himself before, as he said, lest I should think it flattery.

"But who would have imagin'd," said he, "that Franklin had been capable of such a performance; such painting, such force, such fire! He has even improv'd the original. In his common conversation he seems to have no choice of words; he hesitates and blunders; and yet, good God! how he writes!"

When we next met, Ralph discovered the trick we had plaid him, and Osborne was a little laught at.

我们开会了。沃特森的诗宣读了,里面有一些妙语佳句,但是缺点也很多;奥斯本的诗也宣读了,比沃特森的诗还要好;拉尔夫倒是很公道,指出了一些缺点,但是称赞了里面的佳句。拉尔夫自己什么也没有交。我很忸怩,好像想请求得到豁免似的,说我没有时间修改等等,但是他们不允许有任何借口,我必须宣读我的诗。我就读了出来,而且重复了一遍。沃特森和奥斯本自愧不如,就退出了比赛,和大家一起鼓掌称赞。

拉尔夫只是提出了一些批评,并建议做一些修改;但是我替我的诗辩护。奥斯本反对拉尔夫,讽刺他说,他的批评比他的诗高明不了多少,所以拉尔夫也就不再争辩了。当他们两人一起回去时,奥斯本对于被他当成是我的作品更加赞誉不绝,据他自己说,他在这之前控制了自己,免得我认为他是在拍马屁。

"但是,谁能想得到,"他说,"富兰克林竟然能写出这样的作品,如此绘声绘色,如此坚强有力,如此火热!他甚至改进了原来的诗篇。在他的日常谈话中,他好像言词枯燥乏味,他讲话犹犹豫豫,错误百出。但是,天啊!他写得太妙了!"

当我们下次碰头时,拉尔夫揭穿了我们对他开的玩笑,奥斯本被大家嘲笑了好一阵子。

This transaction fixed Ralph in his resolution of becoming a poet. I did all I could to dissuade him from it, but he continued scribbling verses till Pope cured him. He became, however, a pretty good prose writer. More of him hereafter. But, as I may not have occasion again to mention the other two, I shall just remark here, that Watson died in my arms a few years after, much lamented, being the best of our set. Osborne went to the West Indies, where he became an eminent lawyer and made money, but died young. He and I had made a serious agreement, that the one who happen'd first to die should, if possible, make a friendly visit to the other, and acquaint him how he found things in that separate state. But he never fulfill'd his promise.

The governor, seeming to like my company, had me frequently to his house, and his setting me up was always mention'd as a fixed thing. I was to take with me letters recommendatory to a number of his friends, besides the letter of credit to furnish me with the necessary money for purchasing the press and types, paper, etc. For these letters I was appointed to call at different times, when they were to be ready, but a future time was still named. Thus he went on till the ship, whose departure too had been several times postponed, was on the point of sailing. Then, when I call'd to take my leave and receive the letters, his secretary, Dr. Bard, came out to

这件事使拉尔夫决心成为一位诗人。我尽我之所能地劝阻他，但是他继续写诗，直到蒲柏治了他。但是，他后来成了一位相当不错的散文家，我后面还要提到他。但是，因为我以后也许再也不会有机会提到其他两人了，所以我要在这里交代一下：几年后，沃特森躺在我怀里死去了，我非常悲痛，他是我们当中最优秀的一个。奥斯本去了西印度群岛，在那里成为一位著名的律师，赚了许多钱，但是英年早逝。他和我曾认真地订了一份合同：谁先死，如果可能的话，就应当向另外一个人做一次友好的探访，告诉他死后的情况如何。但是他从来没有履约。

州长看上去好像很愿意和我来往，经常让我去他家，而且总是将他帮我开业之事当作已经定好的议题提出来。除了给我信用证，以便为我提供必要的资金购买印刷机、铅字和纸张等之外，他说还要给我一些介绍信，将我介绍给他的一些朋友。他和我约定了好几次，说是写好信就让我去取；但是，到了约定的时候，他总是指定一个更远的日期。他就这样一直拖着，直到那艘船也延期好几次以后就要起航了。然后，当我去向他辞别取信时，他的秘书巴德博士出来

me and said the governor was extremely busy in writing, but would be down at Newcastle before the ship, and there the letters would be delivered to me.

Ralph, though married, and having one child, had determined to accompany me in this voyage. It was thought he intended to establish a correspondence, and obtain goods to sell on commission; but I found afterwards, that, thro' some discontent with his wife's relations, he purposed to leave her on their hands, and never return again.

Having taken leave of my friends, and interchang'd some promises with Miss Read, I left Philadelphia in the ship, which anchor'd at Newcastle. The governor was there; but when I went to his lodging, the secretary came to me from him with the civillest message in the world, that he could not then see me, being engaged in business of the utmost importance, but should send the letters to me on board, wish'd me heartily a good voyage and a speedy return, etc. I returned on board a little puzzled, but still not doubting.

Mr. Andrew Hamilton, a famous lawyer of Philadelphia, had taken passage in the same ship for himself and son, and with Mr. Denham, a Quaker merchant, and Messrs. Onion and Russel, masters of an iron work in Maryland, had engag'd the

见我，说州长正忙着写信，但是在船开走之前，他会到纽卡斯特尔来，在那里把信交给我。

拉尔夫虽然已经结了婚，而且有了一个孩子，但仍然决定陪我出海。据我推测，他是想建立通信联系，以便获得代销商品，提取佣金；但是我后来发现，由于他对他妻子的亲戚不满，他打算把他的妻子交给他们，而他永远都不回来了。

辞别了我的朋友，和李德小姐交换了海誓山盟之后，我就坐船离开了费城，船停在了纽卡斯特尔。州长到了那里，当我到他的住所去的时候，秘书出来接见我，传达了他的口信，其措辞之谦恭堪称世界第一，说他因为有要务缠身，所以那时候不能见我，但是会把信送到船上来，还衷心地祝我一路顺风，早日归来，等等。我有些迷惑不解地回到船上，但是我仍然没有怀疑。

费城一位著名的律师安德鲁·汉弥尔顿先生带了他的儿子乘坐同一只船，他和丹尼先生（一个教友会商人）及安宁先生和赖瑟尔先生（马里兰一家铁工厂的两个老板）包下了正舱，所以拉尔夫和我只好坐三等舱。由于我们在

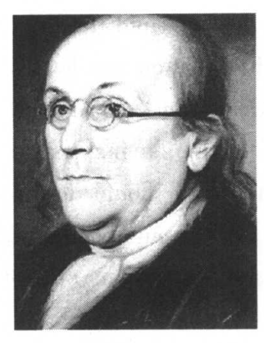
great cabin; so that Ralph and I were forced to take up with a berth in the steerage, and none on board knowing us, were considered as ordinary persons. But Mr. Hamilton and his son (it was James, since governor) return'd from Newcastle to Philadelphia, the father being recall'd by a great fee to plead for a seized ship; and, just before we sail'd, Colonel French coming on board, and showing me great respect, I was more taken notice of, and, with my friend Ralph, invited by the other gentlemen to come into the cabin, there being now room. Accordingly, we remov'd thither.

Understanding that Colonel French had brought on board the governor's despatches, I ask'd the captain for those letters that were to be under my care. He said all were put into the bag together and he could not then come at them; but, before we landed in England, I should have an opportunity of picking them out; so I was satisfied for the present, and we proceeded on our voyage. We had a sociable company in the cabin, and lived uncommonly well, having the addition of all Mr. Hamilton's stores, who had laid in plentifully. In this passage Mr. Denham contracted a friendship for me that continued during his life. The voyage was otherwise not a pleasant one, as we had a great deal of bad weather.

船上不认识一个人，所以他们把我们当作普通人。但是汉弥尔顿先生和他的儿子(詹姆斯，后来当了州长)从纽卡斯特尔回费城去了，老汉弥尔顿为了替一艘被没收的船进行辩护，而被人以重金请了回去。我们刚要起航，富兰克上校来到船上，对我表示出极大的尊敬，我这才得以引起他们的注意，那些绅士就邀请我和我的朋友拉尔夫住到正舱，因为这时有地方腾出来了。于是，我们就搬进了正舱。

因为我猜想富兰克上校已经把州长的公文送到船上来了，所以我就向船主要那些委托由我保管的信件。他说所有的信件全都放在信袋中，他这时还不好将它们拿出来，但是在我们到达英国之前，他会给我机会将信件挑出来。这样，我暂时安下心来，我们继续向前航行。我们舱中的乘客很喜欢交谈，而且除了普通的伙食外，还额外有汉弥尔顿先生的物品，他原来贮备了很丰富的食物，所以我们的饮食非常丰盛。在这次旅途中，丹尼先生和我结成了朋友，这种友谊在他活着的时候一直持续着。但是，从另一方面来看，这次旅行并不舒适，因为我们遇到了许多恶劣的天气。

Chapter 3



When we came into the Channel, the captain kept his word with me, and gave me an opportunity of examining the bag for the governor's letters. I found none upon which my name was put as under my care. I picked out six or seven, that, by the handwriting, I thought might be the promised letters, especially as one of them was directed to Basket, the king's printer, and another to some stationer.

We arriv'd in London the 24th of December, 1724. I waited upon the stationer, who came first in my way, delivering the letter as from Governor Keith. "I don't know such a person, "says he; but, opening the letter, "O! this is from Riddlesden. I have lately found him to be a compleat rascal, and I will have nothing to do with him, nor receive any letters from him." So, putting the letter into my hand, he turn'd on his heel and left me to serve some customer.

第3章

我们进入英吉利海峡后，船主遵守了他对我的诺言，给了我一个机会，在信袋中找州长的信，但是我没有找到一封委托给我保管的信。我挑出了六七封信，根据笔迹，我猜想可能是那些约定的信，特别是因为其中有千封是写给巴斯吉的，他是皇家印刷厂的，另一封是给一个文具商的。

我们于 1724 年 12 月 24 日到达伦敦。我去拜访那个文具商，他离我最近。我给了他那封信，说是基夫州长写的。"我不认识这样一个人，"他说，但是他拆开了信，"哦！这是李德斯田的信。近来我发现他完全是个骗子，我将与他断绝来往，也不接受他的任何来信。"于是，他把信塞进我手里，转身离去，把我晾在一边，接待另一位顾客去了。

I was surprized to find these were not the governor's letters; and, after recollecting and comparing circumstances, I began to doubt his sincerity. I found my friend Denham, and opened the whole affair to him. He let me into Keith's character; told me there was not the least probability that he had written any letters for me; that no one, who knew him, had the smallest dependence on him; and he laught at the notion of the governor's giving me a letter of credit, having, as he said, no credit to give. On my expressing some concern about what I should do, he advised me to endeavor getting some employment in the way of my business. "Among the printers here," said he, "you will improve yourself, and when you return to America, you will set up to greater advantage."

We both of us happen'd to know, as well as the stationer, that Riddlesden, the attorney, was a very knave. He had half ruin'd Miss Read's father by persuading him to be bound for him. By this letter it appear'd there was a secret scheme on foot to the prejudice of Hamilton (suppos'd to be then coming over with us); and that Keith was concerned in it with Riddlesden. Denham, who was a friend of Hamilton's thought he ought to be acquainted with it; so, when he arriv'd in England, which was soon after, partly from resentment and ill-will to Keith and Rid-

我很惊奇地发现,这些信并不是州长的;经过回忆和比较各种事实,我开始怀疑他的诚意了。我找到了我的朋友丹尼先生,将整个事情都告诉了他。他告诉了我基夫的性格,说他绝不可能替我写任何信,任何一个了解他的人对他都不会有一点儿信赖。当他听说州长将给我信用证时,就笑了起来,因为据说他根本就没有信用证。当我表示出对我今后该怎么办的担心时,他建议我设法在我的本行中找一份工作。"在这里的印刷厂工作,"他说,"你可以提高你自己。当你回到美洲时,你将会有更好的条件开业了。"

我们两人碰巧知道——就像那个文具商人知道的一样——那位李德斯田律师是一个完完全全的无赖。他劝李德小姐的父亲和他签订了师徒合同,使李德先生几乎破产。从这封信来看,好像有人正在酝酿一个不利于汉弥尔顿的阴谋(他们假设汉弥尔顿是跟我们一起来英国的),而且还牵涉到了基夫和李德斯田。丹尼是汉弥尔顿的朋友,认为应当让汉弥尔顿知道这封信的内容。这样,当汉弥尔顿不久之后到达英国时,一方面为了发泄我对基夫和李德斯田的愤怒和憎恨,另一方面为了表示对他的好感,我去拜访了他,并把这封信给了他。他诚恳地谢过

dlesden, and partly from good-will to him, I waited on him, and gave him the letter. He thank'd me cordially, the information being of importance to him; and from that time he became my friend, greatly to my advantage afterwards on many occasions.

But what shall we think of a governor's playing such pitiful tricks, and imposing so grossly on a poor ignorant boy! It was a habit he had acquired. He wish'd to please everybody; and, having little to give, he gave expectations. He was otherwise an ingenious, sensible man, a pretty good writer, and a good governor for the people, tho' not for his constituents, the proprietaries, whose instructions he sometimes disregarded. Several of our best laws were of his planning and passed during his administration.

Ralph and I were inseparable companions. We took lodgings together in Little Britain at three shillings and six pence a week —— as much as we could then afford. He found some relations, but they were poor, and unable to assist him. He now let me know his intentions of remaining in London, and that he never meant to return to Philadelphia. He had brought no money with him, the whole he could muster having been expended in paying his



富兰克林第一次去英国时的情景

我，因为这个消息对他来说非常重要。从那以后，他成了我的朋友；后来，这种友谊有许多次都对我极其有利。

但是，我们又该如何理解一个州长竟然玩这种卑鄙的把戏，这么下流地耍弄一个可怜而无辜的孩子呢！原来，这已经成了他的一个习惯，他想讨好大家，但是又给不了别人什么东西，所以他就给人希望。除此以外，他倒是一个聪明而懂事的人，写得一手好文章，对老百姓来说是一个好州长，虽然对他的选民（有产的业主）来讲他并不是如此，因为他有时候会对他们的训令置之不理。我们有一些最好法律就是由他制定，并且在他的任期内获得通过的。

拉尔夫和我是不可分离的伙伴。我们以每周3先令6便士的租金，一同寄宿在小不列颠——这是我们当时所能支付的最高租金了。拉尔夫找到了一些亲戚，但是他们很穷，帮不了他的忙。这时，他把留在伦敦的想法告诉了我，而且说他从

passage. I had fifteen pistoles; so he borrowed occasionally of me to subsist, while he was looking out for business.

He first endeavored to get into the playhouse, believing himself qualify'd for an actor; but Wilkes, to whom he apply'd, advis'd him candidly not to think of that employment, as it was impossible be should succeed in it.

Then he propos'd to Roberts, a publisher in Paternoster Row, to write for him a weekly paper like the Spectator, on certain conditions, which Roberts did not approve. Then he endeavored to get employment as a hackney writer, to copy for the stationers and lawyers about the Temple, but could find no vacancy.

I immediately got into work at Palmer's, then a famous printing-house in Bartholomew Close, and here I continu'd near a year. I was pretty diligent, but spent with Ralph a good deal of my earnings in going to plays and other places of amusement. We had together consumed all my pistoles, and now just rubbed on from hand to mouth. He seem'd quite to forget his wife and child, and I, by degrees, my engagements with Miss Read, to whom I never wrote more than one letter, and that was to let her know I was not likely soon to return. This was another of the great errata of my life, which I should wish to correct if I were to live it over again.

来就没有回费城的打算。他没有带什么钱，他所能筹措的全部款项，都用来支付他的路费了。我身边有 15 块西班牙币，所以他在找工作的时候，偶尔向我借一点钱，以维持生活。

他起初力图进戏院，因为他相信他自己适合当演员。但是威尔克——拉尔夫曾向他申请演员工作——坦率地劝他不要再想这种工作了，因为他在这方面不可能取得成就。

然后，他向圣父街的一个出版商罗伯茨提议，为对方编写一份像《旁观者》那样的周报，他提出了一定的条件，但是罗伯茨没有答应。后来，他又努力寻找作家助手的工作，替出版商和法学院的律师们抄写资料，但也找不到空缺。

我很快就在帕尔默的印刷厂找到了工作，当时它是巴士罗米巷一家著名的印刷厂，在这里我继续工作了将近一年。我工作非常勤快，但是我工资的很大一部分被花在了和拉尔夫一同去剧院及其他娱乐场所。我们一起花光了我所有的钱，现在我们只能勉强糊口了。他好像完全忘了他的妻子和孩子，而我也逐渐忘了和李德小姐的约定，只写给她过一封信，我在信中告诉她，我大概不会很快回

In fact, by our expenses, I was constantly kept unable to pay my passage.

At Palmer's I was employed in composing for the second edition of Wollaston's "Religion of Nature." Some of his reasonings not appearing to me well founded, I wrote a little metaphysical piece in which I made remarks on them. It was entitled "A Dissertation on Liberty and Necessity, Pleasure and Pain." I inscribed it to my friend Ralph; I printed a small number. It occasion'd my being more consider'd by Mr. Palmer as a young man of some ingenuity, tho' he seriously expostulated with me upon the principles of my pamphlet, which to him appear'd abominable. My printing this pamphlet was another erratum.

While I lodg'd in Little Britain, I made an acquaintance with one Wilcox, a bookseller, whose shop was at the next door. He had an immense collection of second-hand books. Circulating libraries were not then in use; but we agreed that, on certain reasonable terms, which I have now forgotten, I might take, read, and return any of his books. This I esteem'd a great advantage, and I made as much use of it as I could.

My pamphlet by some means falling into the hands of one Lyons, a surgeon, author of a book entitled "The Infallibility of Human Judgment," it occasioned an a

来。这是我一生中另一个重大的错误,如果我能重演这一生的话,我愿意纠正这个错误。事实上,由于我们的开支,我一直没有钱支付我的旅费。

在帕尔默的印刷厂,我被指定为胡拉斯顿的《自然的宗教》第二版排字。由于他的理论,在我看来,有些地方没有充分的根据,所以我写了一篇短篇哲学论文来批评这些理论,题目叫《论自由与必然,快乐与痛苦》。我把它献给我的朋友拉尔夫,并且印刷了一些。这使得帕尔默对我更加重视,认为我是一个有些才能的年轻人,尽管这本小册子所包含的那些理论——他严肃地告诫我说——在他看来是十分讨厌的。我印行这个小册子,是又一个错误。

当我住在小不列颠时,认识了一个叫威尔考克斯的书商,他的书店就在隔壁。他有许多旧书。由于当时还没有流通图书馆,所以我们达成了协议,我出一笔合理的费用,数目我现在已经记不清了,我可以借阅他的任何书,完了之后还给他。我把这看作一种极大的便利,就尽我所能地利用它。

不知是通过哪种方式,我的小册子到了一个叫莱昂斯的外科医生手里,他是《人类判断的不谬性》这本书的作者,因此我们就相识了。他很重视我,常常来看

cquaintance between us. He took great notice of me, called on me often to converse on those subjects, carried me to the Horns, a pale alehouse in——Lane, Cheapside, and introduced me to Dr. Mandeville, author of the "Fable of the Bees," who had a club there, of which he was the soul, being a most facetious, entertaining companion. Lyons, too, introduced me to Dr. Pemberton, at Batson's Coffee-house, who promis'd to give me an opportunity, some time or other, of seeing Sir Isaac Newton, of which I was extreamely desirous; but this never happened.

I had brought over a few curiosities, among which the principal was a purse made of the asbestos, which purifies by fire. Sir Hans Sloane heard of it, came to see me, and invited me to his house in Bloomsbury Square, where he show'd me all his curiosities, and persuaded me to let him add that to the number, for which he paid me handsomely.

In our house there lodg'd a young woman, a milliner, who, I think, had a shop in the Cloisters. She had been genteelly bred, was sensible and lively, and of most pleasing conversation. Ralph read plays to her in the evenings, they grew intimate, she took another lodging, and he followed her. They liv'd together some time; but, he being still out of business, and her income not sufficient to maintain them with

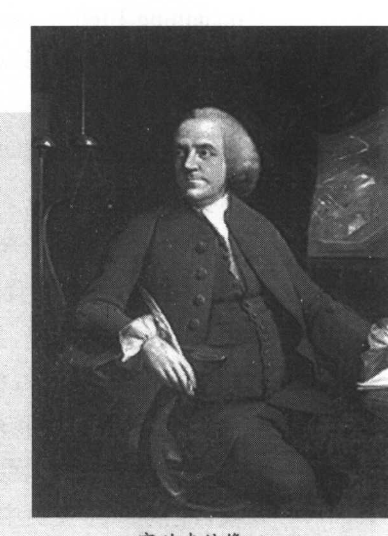
我，和我探讨这类问题，还带我去一家叫荷恩斯的淡啤酒店——它位于吉普赛的某条小巷，把我介绍给了《蜜蜂的童话》的作者曼德维博士，他在那家酒店里成立了一个俱乐部，因为他是一个十分幽默风趣的伙伴，所以他成了这个俱乐部的核心人物。莱昂斯还把我介绍给了在巴特森咖啡馆的宾柏顿博士，他答应替我找一个机会，去拜见爱瑟·牛顿爵士——对于这一点我极其渴望，但是从没有实现。

我带来了几件珍品，其中最主要的一件是用石棉制成的荷包，它要用火洗涤。汉斯·司隆爵士听到之后，就来看我，请我到他位于布鲁姆斯保利广场的家中，在那里给我看了他搜集的全部奇珍异宝，并劝我把荷包转让给他珍藏，他愿意为此慷慨地付给我一笔费用。

在我们寄宿的地方，有一个年轻的女帽商人，我想她在修道院大街有一家店。她接受过贵族教育，明理而活跃，谈吐非常风趣。当拉尔夫在晚上读剧本给她听时，他们逐渐变得亲昵起来。她搬到了另外一个地方寄宿，拉尔夫也跟了去。他们同居了一段时间；但是，由于他仍然没有工作，而她的收入又不够维持他们俩以及她的孩子的生活，所以他决定离开伦敦，试着去当一名乡村教师，他认为自

her child, he took a resolution of going from London, to try for a country school, which he thought himself well qualified to undertake, as he wrote an excellent hand, and was a master of arithmetic and accounts. This, however, he deemed a business below him, and confident of future better fortune, when he should be unwilling to have it known that he once was so meanly employed, he changed his name, and did me the honor to assume mine; for I soon after had a letter from him, acquainting me that he was settled in a small village (in Berkshire, I think it was, where he taught reading and writing to ten or a dozen boys, at sixpence each per week), recommending Mrs. T——to my care, and desiring me to write to him, directing for Mr. Franklin, schoolmaster, at such a place.

He continued to write frequently, sending me large specimens of an epic poem which he was then composing, and desiring my remarks and corrections. These I gave him from time to time, but endeavor'd rather to discourage his proceeding. One of Young's Satires was then just published. I copy'd and sent him a great part of it, which set in a strong light the folly of pursuing the Muses with any hope of advancement by them. All was in vain; sheets of the poem continued to come by every post. In the mean time, Mrs.


富兰克林像

己很有资格当教师，因为他写得一手好字，又擅长算术和簿记。然而，他又认为这是一种比他的地位低的职业，而且深信他将来会发迹，到那时他可不愿意人家知道他过去曾干过如此卑贱的工作，所以他改了他的姓。为了表示对我的尊敬，他冒称了我的姓，因为我不久就接到他的信，告诉我他住在一个小村庄里(我想它是柏克夏，他在那里教十一二个男孩子读书和算术，每周的薪金是 6 便士)，要求我照顾 T 夫人，而且希望我写信给他，上面要写清楚是寄给在那个地方的老师富兰克林先生的。

他坚持不断地写信，给我寄来一首很长的诗，这是他当时正在写的，要求我批评和指正。这些我都不时地照办了，但是又劝他不要继续写下去了。那时，杨的一篇《讽刺诗》刚发表，我抄了一大部分寄给他，它鲜明地指出了那些毫无希望地追逐诗神的人的愚蠢之举。但是这一切都徒劳无功；诗稿不断地装在每个信封里寄来。同时，T 夫人——由于他的关系而失去

T——, having on his account lost her friends and business, was often in distresses, and us'd to send for me, and borrow what I could spare to help her out of them.

I grew fond of her company, and, being at that time under no religious restraint, and presuming upon my importance to her, I attempted familiarities (another erratum) which she repuls'd with a proper resentment, and acquainted him with my behaviour. This made a breach between us; and, when he returned again to London, he let me know he thought I had cancell'd all the obligations he had been under to me.

So I found I was never to expect his repaying me what I lent to him, or advanc'd for him. This, however, was not then of much consequence, as he was totally unable; and in the loss of his friendship I found myself relieved from a burthen. I now began to think of getting a little money beforehand, and, expecting better work, I left Palmer's to work at Watts's, near Lincoln's Inn Fields, a still greater printing-house. Here I continued all the rest of my stay in London.

At my first admission into this printing-house I took to working at press, imagining I felt a want of the bodily exercise I had been us'd to in America, where presswork is mix'd with composing. I drank only water; the other workmen, near

了她的朋友和生意——已经陷入窘境，常常叫我去，向我借我能多余出来的钱，以救她的燃眉之急。

我逐渐地喜欢与她交往了，而且，由于我这时候没有任何宗教约束，同时利用她对我的依赖，我曾试图与她发生关系(这是又一个错误)，但是她拒绝了我，正义地表示了愤怒，并且把我的行为告诉了拉尔夫。这使得我们断绝了往来；当他再次回到伦敦时，他告诉我说，我过去对他的所有恩惠都一笔勾销了。

于是，我发现我永远不能指望他来偿还我借给他或替他垫付的钱了。但是，这在当时还无关紧要，因为他完全没有这个能力；而且没有了他的友谊，我发现我自己从一个重负中解脱出来了。这时，我开始考虑要提前攒点儿钱了。为了得到更好的工作，我离开了帕尔默，来到林肯协会广场附近的瓦茨印刷厂工作，这是一家更大的印刷厂。我在这里继续工作，直到离开伦敦。

我刚到这家印刷厂时，是干印刷工作，因为我觉得我需要以前在美洲习惯的那种体力锻炼；在美洲，印刷工作与排字工作紧密相关。我只喝水；而其他工人，大约有

fifty in number, were great guzzlers of beer. On occasion, I carried up and down stairs a large form of types in each hand, when others carried but one in both hands. They wondered to see, from this and several instances, that the Water-American, as they called me, was stronger than themselves, who drank strong beer!

We had an alehouse boy who attended always in the house to supply the workmen. My companion at the press drank every day a pint before breakfast, a pint at breakfast with his bread and cheese, a pint between breakfast and dinner, a pint at dinner, a pint in the afternoon about six o'clock, and another when he had done his day's work. I thought it a detestable custom; but it was necessary, he suppos'd, to drink strong beer, that he might be strong to labor.

I endeavored to convince him that the bodily strength afforded by beer could only be in proportion to the grain or flour of the barley dissolved in the water of which it was made; that there was more flour in a pennyworth of bread; and therefore, if he would eat that with a pint of water, it would give him more strength than a quart of beer. He drank on, however, and had four or five shillings to pay out of his wages every Saturday night for that muddling liquor; an expense I was free from. And thus these poor devils keep themselves always under.

50人,都是酒鬼。有时候,我能够两手各提一版铅字上下楼梯,而其他工人则需要双手捧着一版铅字。从这个事例和其他事例中,他们惊奇地看见这个“喝水的美洲人”——就像他们称呼我的那样——竟然比他们这些喝浓啤酒的人还要强壮。

我们有一个啤酒店的小伙计专门替工人们送酒。和我在同一台印刷机上工作的一个朋友,每天早餐前都要喝一品脱啤酒,吃早餐时就着面包和甜饼喝一品脱,在早餐和午餐之间又喝一品脱,吃中饭时一品脱,下午6点左右又喝一品脱,干完一天的工作时又喝一品脱。我认为这是一种很不好的习惯,但是他认为,为了有力气工作,他必须喝那么多酒。

我就设法使他相信,啤酒所产生的体力只能与制造啤酒所用的溶解在水中的谷物或面粉成正比,在价值1便士的面包中含有更多的面粉。因此,如果他吃1便士的面包和一品脱的水,将比喝一夸尔啤酒所得到的力气还要多。但是,他还是继续喝酒,每星期六晚上都要为那种泥浆水而从他的工资中掏出四五个先令,而这种费用我却没有。这样,这些可怜的家伙就永远使他们自己处于社会底层。

Watts, after some weeks, desiring to have me in the composing-room, I left the pressmen; a new bien venu or sum for drink, being five shillings, was demanded of me by the compositors. I thought it an imposition, as I had paid below; the master thought so too, and forbad my paying it. I stood out two or three weeks, was accordingly considered as an excommunicate, and bad so many little pieces of private mischief done me, by mixing my sorts, transposing my pages, breaking my matter, etc., if I were ever so little out of the room, and all ascribed to the chappel ghost, which they said ever haunted those not regularly admitted, that, notwithstanding the master's protection, I found myself oblig'd to comply and pay the money, convinc'd of the folly of being on ill terms with those one is to live with continually.

I was now on a fair footing with them, and soon acquir'd considerable influence. I propos'd some reasonable alterations in their chappel laws, and carried them against all opposition. From my example, a great part of them left their muddling breakfast of beer, and bread, and cheese, finding they could with me be suppli'd from a neighboring house with a large porringer of hot water-gruel, sprinkled with pepper, crumbl'd with bread, and a bit of butter in it, for the price of a pint of beer, viz., three half-pence. This was a more comfortable as well as

几个星期之后，瓦茨想将我安排到排字房去，所以我离开了那些印刷工人。但是，排字工却要我重新支付一笔陋规或酒钱，数额是5先令。我认为这是一种敲诈，因为我在下面的印刷房已经支付了。老板也这样认为，不许我付这笔钱。我坚持了两三个星期，因此他们认为我是一个被逐出会籍的人，私下里对我做了许多小手脚，假如我稍微出去一小会儿，他们就会弄乱我的铅字，打乱我的页码，打破我的排版，等等，还说这一切都是印刷厂的鬼魂干的。他们还说，那些鬼魂总是会捉弄那些不按规矩支付入会费的人。尽管有老板的保护，但这种恶作剧太多了，我只得付了钱，因为我相信，和经常在一起的人关系闹僵是愚蠢的。

现在，我和他们相互得很好，不久我就在他们中间获得了相当的影响力。我提议对他们的教堂（作者原注：工人们总是称印刷厂为“教堂”）法规做一些合理的修改，并压倒一切反对通过了这些修改案。从我的实际例子，他们中间的大部分人停止了他们那种将啤酒、面包和甜饼混在一起吃的早餐；因为他们发现，他们和我在一起，可以在一家隔壁饭馆买到一大碗热乎乎的稀粥，上面撒点儿胡椒面，再加上碎面包和一些牛油，但只花一品脱啤酒的价格，即一个半便士。这种早

cheaper breakfast, and kept their heads clearer.

Those who continued sotting with beer all day, were often, by not paying, out of credit at the alehouse, and us'd to make interest with me to get beer; their light, as they phrased it, being out. I watch'd the pay-table on Saturday night, and collected what I stood engag'd for them, having to pay sometimes near thirty shillings a week on their account. This, and my being esteem'd a pretty good riggite, that is, a jocular verbal satirist, supported my consequence in the society. My constant attendance (I never making a St. Monday) recommended me to the master; and my uncommon quickness at composing occasioned my being put upon all work of dispatch, which was generally better paid. So I went on now very agreeably.

My lodging in Little Britain being too remote, I found another in Duke-street, opposite to the Romish Chapel. It was two pair of stairs backwards, at an Italian warehouse. A widow lady kept the house; she had a daughter, and a maid servant, and a journeyman who attended the warehouse, but lodg'd abroad. After sending to inquire my character at the house where I last lodg'd she agreed to take me in at the same rate, 3s. 6d. per week; cheaper, as she said, from the protection she

餐既舒服又便宜,而且还可以保持他们的头脑清醒。

至于那些继续成天喝啤酒的人，由于经常不付钱，在啤酒店也就没有了信誉,于是求我借钱给他们去买啤酒;按照他们的说法,他们的光熄灭了。在星期六晚上,我就等着发薪水,收回我借给他们的钱,有时候一星期要借给他们将近30先令。这时,我被公认为是一个相当好的幽默讽刺家,这增加了我在这个队伍中的威信。我一直出满勤(我从不会因为星期天玩累了而在星期一续假),使得老板很喜欢我。同时,由于我的排字速度非常快,所以总是被指定做急活,这种工作的报酬通常更高。因此,我这时候过得很舒适。

我在小不列颠的宿舍太远了，所以我在天主教堂对面的公爵街找到了另外一个地方。那是在一家意大利仓库三层楼的后楼上。一个寡妇看管这房子,她有一个女儿,一个女佣和一个看守仓库的职工,但是她却住在外面。在派人到我以前住的地方调查到我的品德以后,她同意按我原先的房租收留我,就是每周3先令6便士。据她所说,租金之所以这么低,是因为有一个男人住在这里,她认为可

expected in having a man lodge in the house. She was a widow, an elderly woman; had been bred a Protestant, being a clergyman's daughter, but was converted to the Catholic religion by her husband, whose memory she much revered; had lived much among people of distinction, and knew a thousand anecdotes of them as far back as the times of Charles the Second. She was lame in her knees with the gout, and, therefore, seldom stirred out of her room, so sometimes wanted company; and hers was so highly amusing to me, that I was sure to spend an evening with her whenever she desired it. Our supper was only half an anchovy each, on a very little strip of bread and butter, and half a pint of ale between us; but the entertainment was in her conversation. My always keeping good hours, and giving little trouble in the family, made her unwilling to part with me; so that, when I talk'd of a lodging I had heard of,nearer my business, for two shillings a week, which, intent as I now was on saving money, made some difference, she bid me not think of it, for she would abate me two shillings a week for the future; so I remained with her at one shilling and sixpence as long as I staid in London.

In a garret of her house there lived a maiden lady of seventy, in the most retired manner, of whom my landlady gave me this account: that she was a Roman Catholic,

以得到一些保护。她是一个寡妇，一个年长的妇人；接受过新教徒教育，因为她是一位牧师的女儿，但是由于她丈夫的缘故，她改信了天主教，提起她的丈夫时她十分尊敬。她过去曾与上层社会往来频繁，因此知道许许多多上流社会的遗闻轶事，有些事情还远至查理二世时期。她因为膝部患有痛风症而成了残疾，所以很少离开她的卧室，有时会需要人陪伴。对我来讲，她的谈吐非常风趣，所以每当她需要人陪伴时，我总是会陪她一个晚上。我们的晚餐只是每人半条鲤鱼，非常小的一块面包和牛油，还有半品脱啤酒由两人分享，但是她的谈吐却令人心神愉悦。我保持良好的作息规律，不给她添任何麻烦，这些都使她不愿意我离开她。所以，当我听说印刷厂附近有一个宿舍，每周只要两先令的租金，由于我当时一心想攒点儿钱，所以这一差额也是相当重要的。当我向她说起这事时，她就叫我不要考虑那个地方，因为她愿意以后减去我两先令；这样，我在伦敦期间，就一直住在她那里，每周一先令 6 便士。

在她家的顶楼上，住着一个 70 岁的老处女，她近乎隐居。关于她，我的房东告诉过我这样一件事：她是一个天主教徒，年轻时被送到国外去，住在一个修女

had been sent abroad when young, and lodg'd in a nunnery with an intent of becoming a nun; but, the country not agreeing with her, she returned to England, where, there being no nunnery, she had vow'd to lead the life of a nun, as near as might be done in those circumstances. Accordingly, she had given all her estate to charitable uses, reserving only twelve pounds a year to live on, and out of this sum she still gave a great deal in charity, living herself on water-gruel only, and using no fire but to boil it. She had lived many years in that garret, being permitted to remain there gratis by successive Catholic tenants of the house below, as they deemed it a blessing to have her there. A priest visited her to confess her every day.

"I have ask'd her," says my landlady, "how she, as she liv'd, could possibly find so much employment for a confessor?"

"Oh," said she, "it is impossible to avoid vain thoughts."

I was permitted once to visit her. She was chearful and polite, and convers'd pleasantly. The room was clean, but had no other furniture than a matras, a table with a crucifix and book, a stool which she gave me to sit on, and a picture over the chimney of Saint



富兰克林在伦敦时的情况

院中,立志成为一名修女;但是,由于水土不服,她回到了英国,但英国没有修女院,因此她发誓,在这种情况下尽可能接近地过一名修女的生活。所以,她把她的所有财产都捐赠给了慈善事业,只保留一年12英镑的生活费用;在这笔款项中,她还拿出一大部分来救济别人,她自己只喝稀粥,除了煮饭不再用火。她在那个顶楼已经住了许多年,在她下面的历代天主教房东都允许她免费居住,因为他们认为让她住在那里是一种赐福。一个神父每天都要去听她忏悔。

"我曾问她,"我的房东说,"像她那样生活,怎么会需要请人来听她的忏悔呢?"

"哦,"她说,"人们不可能没有无用的思想。"

有一次,她允许我去看她,她快乐而有礼貌,交谈时也很愉快。她的房间很整洁,没有其他的家具,只有一个垫子,一张桌子,上面放着一个十字架和一本书,一张凳子(她让我坐在上面),和烟囱边上放着的一幅圣·弗朗尼卡展示手帕

Veronica displaying her handkerchief, with the miraculous figure of Christ's bleeding face on it, which she explained to me with great seriousness. She look'd pale, but was never sick; and I give it as another instance on how small an income life and health may be supported.

At Watts's printing-house I contracted an acquaintance with an ingenious young man, one Wygate, who, having wealthy relations, had been better educated than most printers; was a tolerable Latinist, spoke French, and lov'd reading. I taught him and a friend of his to swim at twice going into the river, and they soon became good swimmers. They introduc'd me to some gentlemen from the country, who went to Chelsea by water to see the College and Don Saltero's curiosities. In our return, at the request of the company, whose curiosity Wygate had excited, I stripped and leaped into the river, and swam from near Chelsea to Blackfryar's, performing on the way many feats of activity, both upon and under water, that surpris'd and pleas'd those to whom they were novelties.

I had from a child been ever delighted with this exercise, had studied and practis'd all Thevenot's motions and positions, added some of my own, aiming at the graceful and easy as well as the useful. All these I took this occasion of exhibiting to the

的，里面画着基督面孔流血的奇迹。她极其严肃地向我解释了这幅画。她看上去脸色苍白，但是从来没有生过病；我把她当作另一个实例，证明多么微小的收入也可以维持一个人生命和健康。

在瓦茨的印刷厂，我认识了一个叫华盖特的聪明的小伙子。他有一些很富有的亲戚，所以他比大多数印刷工人都更有教养。他的拉丁文还不错，会说法语，而且喜欢读书。我教了他和他的一个朋友游泳，只下水游了两次，不久他们就成为很好的游泳者了。他们把我介绍给了一些乡村的绅士，他们坐船到夏尔西去参观学院和沙特罗先生的奇珍异宝。在我们的归途中，由于华盖特提起了我的游泳技术，引起了大家的好奇心，因此应大家的要求，我脱去衣服，跳入河中，从夏尔西一直游到勃莱克佛里雅，一路上表演各种水面和水中技巧。由于他们从未见过这些新鲜玩艺儿，所以又惊又喜。

我从孩提时代就很喜欢这项运动，研究和练习过所有的特弗诺特姿势和动作，而且加进了一些我自己的东西，目的是除了有用之外，还要优美简单。我抓住

company, and was much flatter'd by their admiration; and Wygate, who was desirous of becoming a master, grew more and more attach'd to me on that account, as well as from the similarity of our studies. He at length proposed to me travelling all over Europe together, supporting ourselves everywhere by working at our business. I was once inclined to it; but, mentioning it to my good friend Mr. Denham, with whom I often spent an hour when I had leisure, he dissuaded me from it, advising me to think only of returning to Pennsilvania, which he was now about to do.

I must record one trait of this good man's character. He had formerly been in business at Bristol, but failed in debt to a number of people, compounded and went to America. There, by a close application to business as a merchant, he acquir'd a plentiful fortune in a few years. Returning to England in the ship with me, he invited his old creditors to an entertainment, at which he thank'd them for the easy composition they had favored him with, and, when they expected nothing but the treat, every man at the first remove found under his plate an order on a banker for the full amount of the unpaid remainder with interest.

He now told me he was about to return to Philadelphia, and should carry over a great quantity of goods in order to open a store there. He propos'd to take me

这个机会，向这些人表演了所有的动作，被他们的敬佩吹捧得有些飘飘然了。华盖特本来是想成为一名学者的，现在除了我们在学术研究上的共同点之外，由于这件事而使他对我越来越佩服了。最后，他向我提议一同去欧洲各地旅行，用我们的技艺来支撑我们的费用。我曾经想这样做，就向我的好朋友丹尼先生提到了这件事——只要我有空，就经常和他在一起呆上一小时——他阻止了我，劝我只想着回费城，他现在即将去那里。

我必须写出这个好人性格中的一大特点。他过去曾在不列斯多做生意，但是做赔了，欠了许多人的债而无力偿还，赔了一部分之后到了美洲。在那里，他全心全意地做生意，在几年之内就赚了一大笔钱。和我同船回到英国以后，他请来他的旧债主们，招待他们吃饭。在酒桌上，他感谢他们过去对他的宽大处理；这时，客人们别无期待，以为他只是款待他们一顿。但是，当大家刚一移动碗盘，就发现自己的盘子下放有一张支票，除了没有付清的全部余款之外，还有利息。

这时候，他告诉我他即将回费城，为了在那里开一家商店，他要带回去大量的商品。他提议雇我当店员，替他记账，他会教我簿记，替他抄信和照看店铺。他

over as his clerk, to keep his books, in which he would instruct me, copy his letters, and attend the store. He added that, as soon as I should be acquainted with mercantile business, he would promote me by sending me with a cargo of flour and bread, etc., to the West Indies, and procure me commissions from others which would be profitable; and, if I manag'd well, would establish me handsomely. The thing pleas'd me; for I was grown tired of London, remembered with pleasure the happy months I had spent in Pennsylvania, and wish'd again to see it; therefore I immediately agreed on the terms of fifty pounds a year, Pennsylvania money; less, indeed, than my present gettings as a compositor, but affording a better prospect.

I now took leave of printing, as I thought, for ever, and was daily employed in my new business, going about with Mr. Denham among the tradesmen to purchase various articles, and seeing them pack'd up, doing errands, calling upon workmen to dispatch, etc.; and, when all was on board, I had a few days' leisure.

On one of these days, I was, to my surprise, sent for by a great man I knew only by name, a Sir William Wyndham, and I waited upon him. He had heard by some means or other of my swimming from Chelsea to Blackfriar's, and of my teaching Wygate and another young man to swim in a few hours. He had two sons,

补充说，等我一熟悉业务，就会提升我，送给我一船面粉和面包，去西印度群岛经商，并让我从其他方面得到佣金，获得更加丰厚的利润；他还说，如果我经营得法，将会发财致富。这件事让我很高兴，因为我对伦敦已经厌倦了，只要愉快地回忆起以前在宾夕法尼亚度过的愉快岁月，我就想故地重游；因此，我立即接受了他的提议，年薪是50镑宾夕法尼亚币，这个数目比我当时当排字工的工资的确要少多了，但是比较有前途。

我当时就离开了印刷行业，我还以为是永远离开了呢！我每天干着新工作，和丹尼先生一同到商家那里去采购各种商品，监督他们包装，出去办杂事，催促工匠完工，等等。当所有的东西都送上船以后，我就有几天的空闲时间。

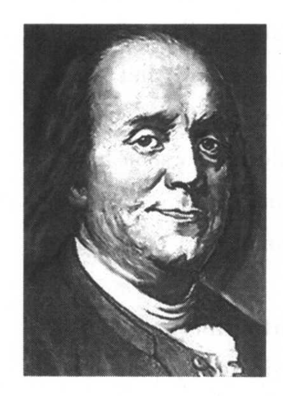
就在这样空闲的某一天，我出乎意料地接到了一位显要人物威廉·温特摩爵士的召唤，我以前只闻其名，未见其人。我就去拜访了他。他通过某些渠道，听说我曾经从夏尔西游到勃莱里佛里雅，以及我曾经在几小时之内就教会了华盖特和另一个年轻人游泳。他有两个儿子，即将出门远游，他要他们首先学会游泳，就向我提议，如果我愿意教他们，他愿出重金报答我。他的两个儿子这时不在伦敦，

about to set out on their travels; he wish'd to have them first taught swimming, and proposed to gratify me handsomely if I would teach them. They were not yet come to town, and my stay was uncertain, so I could not undertake it; but, from this incident, I thought it likely that, if I were to remain in England and open a swimming-school, I might get a good deal of money; and it struck me so strongly, that, had the overture been sooner made me, probably I should not so soon have returned to America. After many years, you and I had something of more importance to do with one of these sons of Sir William Wyndham, become Earl of Egremont, which I shall mention in its place.

Thus I spent about eighteen months in London; most part of the time I work'd hard at my business, and spent but little upon myself except in seeing plays and in books. My friend Ralph had kept me poor; he owed me about twenty-seven pounds, which I was now never likely to receive; a great sum out of my small earnings! I lov'd him, notwithstanding, for he had many amiable qualities. I had by no means improv'd my fortune; but I had picked up some very ingenious acquaintance, whose conversation was of great advantage to me; and I had read considerably.

而我还不能肯定能在伦敦呆多久,因此我不能答应下来;但是,从这件事我就想到,假如我留在英国办一所游泳学校,我可能会赚许多钱。这一印象是如此深刻,假如他的提议早几天的话,我也许不会那么早回美洲的。许多年以后,你和我曾经跟威廉·温特摩爵士两个儿子中的一个接洽过某件重大的事情。那时他已经是爱葛雷孟伯爵,我以后还会在适当的地方提到他。

这样,我在伦敦度过了大约18个月时间。大多数时候,我辛勤地在我的本行工作,除了看戏和买书之外,我非常节俭。我的朋友拉尔夫使我贫穷,他借了我大约27英镑,现在我再也不可能收回这笔欠款了,这在我微薄的收入中是多大的一笔款项啊!尽管如此,我还是爱他,因为他有许多令人喜欢的地方。虽然我并不能因此而致富,但是我在伦敦结识了一些非常聪明的朋友,和他们交谈使我获益匪浅;同时,我也读了不少书。



Chapter 4

We sail'd from Gravesend on the 23d of July, 1726. For the incidents of the voyage, I refer you to my journal, where you will find them all minutely related. Perhaps the most important part of that journal is the plan to be found in it, which I formed at sea, for regulating my future conduct in life. It is the more remarkable, as being formed when I was so young, and yet being pretty faithfully adhered to quite thro' to old age.

We landed in Philadelphia on the 11th of October, where I found sundry alterations. Keith was no longer governor, being superseded by Major Gordon. I met him walking the streets as a common citizen. He seem'd a little asham'd at seeing me, but pass'd without saying anything.

I should have been as much asham'd at seeing Miss Read, had not her friends,

第4章

我们于1726年7月23日从克莱武森启程。关于航程中所发生的事情，你可以看我的日记，你将会发现我在里面全都详细地记载了。或许那次航行日记中能找到的最重要的部分，就是指导我未来一生行动的那个方案，这是我在海上航行时规划出来的。由于我做出这个方案时还那么年轻，而且直到晚年我都非常忠实地坚守这个方案，因此它就更显得令人瞩目了。

我们于10月11日在费城登陆，我发现城里有了许多变化。基夫不再是州长了，由戈登少校接替他。我看见基夫像一个普通市民一样走在街上。当他看见我时，好像有点羞愧，只是一声不响地过去了。

如果不是李德小姐的亲友们在接到我的信之后，觉得我是不会回来的，就劝

despairing with reason of my return after the receipt of my letter, persuaded her to marry another, one Rogers, a potter, which was done in my absence. With him, however, she was never happy, and soon parted from him, refusing to cohabit with him or bear his name, it being now said that he bad another wife. He was a worthless fellow, tho' an excellent workman, which was the temptation to her friends. He got into debt, ran away in 1727 or 1728, went to the West Indies, and died there.

Keimer had got a better house, a shop well supply'd with stationery, plenty of new types, a number of hands, tho' none good, and seem'd to have a great deal of business.

Mr. Denham took a store in Water-street, where we open'd our goods; I attended the business diligently, studied accounts, and grew, in a little time, expert at selling. We lodg'd and, boarded together; he counsell'd me as a father, having a sincere regard for me. I respected and lov'd him, and we might have gone on together very happy; but, in the beginning of February, 1726-7, when I had just pass'd my twenty-first year, we both were taken ill. My distemper was a pleurisy, which very nearly carried me off. I suffered a good deal, gave up the point in my own mind, and was rather disappointed when I found myself recovering, regretting, in some

她嫁给了另外一个叫罗吉斯的陶工(婚礼是在我出洋期间举行的),那么当我看见她时,也会像基夫那样羞愧难当的!但是,她和他在一起一点都不快乐,不久就和他分手了,不仅拒绝与他同居,还拒绝用他的姓,因为这时有人说他另外找了一个女人。他是一个卑鄙小人,尽管他是一个手艺高明的人,而她的亲友们正好贪图他这一点。他欠了一屁股债,于1727年或1728年跑到了西印度群岛,后来就死在那里。

凯莫尔开了一家更大的印刷厂,还有一家大的文具店,添了许多新铅字,而且有了许多人手。虽然这些工人的技术并不高明,但是他的生意倒像很兴隆。

丹尼先生在水街租了一个店铺,我们在那里将我们的商品陈列出来。我勤恳地照料着生意,学习记账,不久就很会做生意了。我们住在一起,也在一起吃饭,他像父亲一样教导我,因为他真心诚意地重视我,我也尊敬和爱戴他,我们原本可以很愉快地合作下去的,但是,在1726年或1727年的2月初,当我刚过完21岁生日时,我们两人都病了。我得了肋膜炎,它几乎使我丢了性命。我经受了极大的痛苦,几乎放弃了生还的希望;而当我发现我自己逐渐恢复时,反而有点失望

degree, that I must now, some time or other, have all that disagreeable work to do over again. I forget what his distemper was; it held him a long time, and at length carried him off. He left me a small legacy in a nuncupative will, as a token of his kindness for me, and he left me once more to the wide world; for the store was taken into the care of his executors, and my employment under him ended.

My brother-in-law, Holmes, being now at Philadelphia, advised my return to my business; and Keimer tempted me, with an offer of large wages by the year, to come and take the management of his printing-house, that he might better attend his stationer's shop. I had heard a bad character of him in London from his wife and her friends, and was not fond of having any more to do with him. I tri'd for farther employment as a merchant's clerk; but, not readily meeting with any, I clos'd again with Keimer.

I found in his house these hands: Hugh Meredith, a Welsh Pensilvanian, thirty years of age, bred to country work; honest, sensible, had a great deal of solid observation, was something of a reader, but given to drink. Stephen Potts, a young countryman of full age, bred to the same, of uncommon natural parts, and great wit and humor, but a little idle. These he had agreed with at extream low wages per

了,因为我有点儿后悔,今后迟早还得再重新忍受死亡的痛苦。我忘了他得了什么病,不过病了很长一段时间,最后还是死了。在他的口头遗嘱里,他留给了我一笔小小的遗产,以表示他对我的友情。但是他使我再一次流浪失业了,因为那个店铺由他的遗嘱执行人接管了,我在他那里的工作也就结束了。

我姐夫荷麦斯这时正好在费城,他劝我重新回到我的本行。凯莫尔在劝诱我,提出给我高额的年薪,让我去管理他的印刷厂,那样就可以使他更好地经营他的文具店。我在伦敦时,就从他的妻子和他妻子的朋友那里得知他的名声很坏,所以我不想再和他有任何瓜葛。我设法想找一个商店店员的职位,但是一时没有找到,所以我又答应了凯莫尔。

在他的印刷厂中,我找到了下面这些工人:休·梅莱笛斯,他是一个威尔士籍宾夕法尼亚人,30岁,从小就干惯了庄稼活,为人诚实而懂事,有相当敏锐的观察力,也喜欢读一点儿书,但是喜欢喝几杯;司蒂芬·博茨,是一个年轻的成年庄稼汉,也是从小就干惯了庄稼活,有着不同一般的天赋,非常幽默诙谐,但是有点儿邋遢。凯莫尔和他们约定,每周给他们极其低廉的工资,随着他们技术的进步,

week, to be rais'd a shilling every three months, as they would deserve by improving in their business; and the expectation of these high wages, to come on hereafter, was what he had drawn them in with. Meredith was to work at press, Potts at book-binding, which he, by agreement, was to teach them, though he knew neither one nor t'other. John——, a wild Irishman, brought up to no business, whose service, for four years, Keimer had purchased from the captain of a ship; he, too, was to be made a pressman. George Webb, an Oxford scholar, whose time for four years he had likewise bought, intending him for a compositor, of whom more presently; and David Harry, a country boy, whom he had taken apprentice.

I soon perceiv'd that the intention of engaging me at wages so much higher than he had been us'd to give, was, to have these raw, cheap hands form'd thro' me; and, as soon as I had instructed them, then they being all articled to him, he should be able to do without me. I went on, however, very cheerfully, put his printing-house in order, which had been in great confusion, and brought his hands by degrees to mind their business and to do it better.

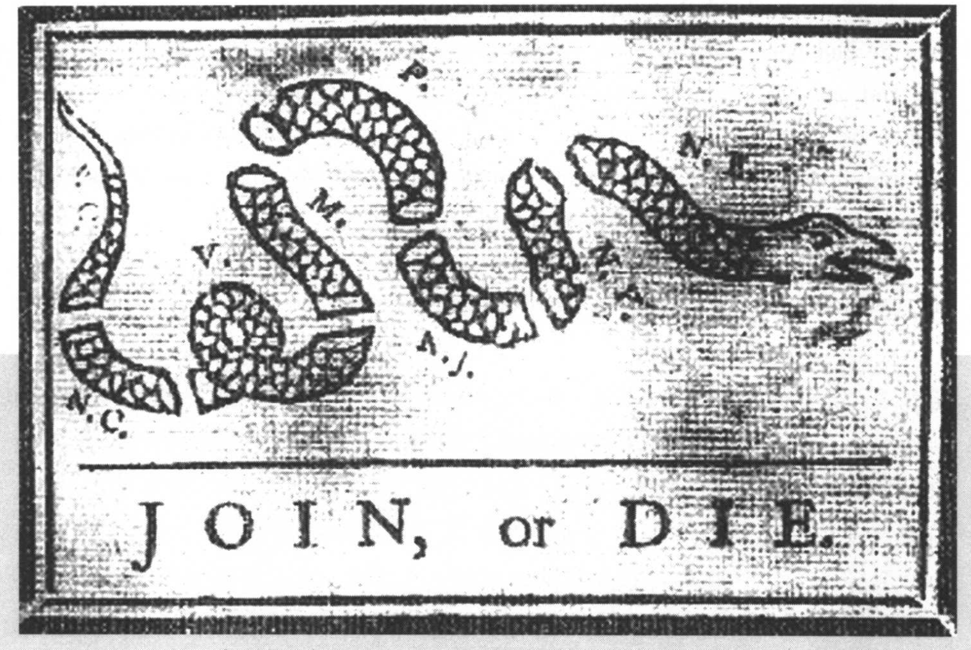
It was an odd thing to find an Oxford scholar in the situation of a bought servant. He was not more than eighteen years of age, and gave me this account of himself;

每隔3个月就增加他们的工资1先令。这种未来的高额工资,正是凯莫尔将他们引诱来的一种手段。梅莱笛斯将做印刷工作,博茨做装订工作。按照合同,要由他来教他们这两种技术,虽然他自己一样都不懂。约翰,一个粗野的爱尔兰人,什么行业也没有学过,凯莫尔从一位船主那里买了他4年的服役时间,他也要培训成为一名印刷工。乔治·韦伯,是牛津大学的一个学生,他4年的服役也被买了下来,准备做一个排字工人,下面我还要讲到他。还有大卫·哈利,一个乡下孩子,凯莫尔收他当了学徒。

我不久就看出,他之所以出远远高于他过去惯常给的工资来雇用我,目的就是要通过我来训练这些没有经验的廉价雇工,只要我教会了他们——因为他们都跟他订有一定年限的契约——他就可以不再用我了。尽管如此,我还是很高兴地继续工作,将他的印刷厂整顿好了,而它本来是十分混乱的,并且逐渐地使他的雇工们注意和改进他们的工作。

发现一个牛津大学的学生成为一个卖身仆,这是一件奇闻。乔治·韦伯还不到18岁,他告诉过我一段他自己的历史:他出生在葛劳斯特,曾在当地的语法学

that he was born in Gloucester, educated at a grammar-school there, had been distinguish'd among the scholars for some apparent superiority in performing his part, when they exhibited plays; belong'd to the Witty Club there, and had written some pieces in prose and verse, which were printed in the Gloucester newspapers; thence he was sent to Oxford; where he continued about a year, but not well satisfi'd, wishing of all things to see London, and become a player. At length, receiving his quarterly allowance of fifteen guineas, instead of discharging his debts he walk'd out of town, hid his gown in a furze bush, and footed it to London, where, having no friend to advise him, he fell into bad company, soon spent his guineas, found no



富兰克林在阿尔巴尼会议中提出联合各殖民地的政治漫画

校接受教育；当他们在学校演戏时，他因为在表演中表现出了明显的优点，所以在学生中颇有名气。他在学校参加了"幽默社"，曾写过一些短篇诗歌和散文，发表在葛劳斯特的报纸上，他就是从那里被送到了牛津大学。在大学，他继续读了一年书，但是他不很满意，最希望的还是到伦敦去观光和当演员。最后，当他领到 3 个月共 15 个金币的津贴时，他不去还清债务，而是走出镇子，将他的大学礼服藏在一丛金雀花中，步行来到了伦敦。在那里，由于没有亲友给他提建议，他结识了坏伙伴，不久就用光了他的金币，还是没有找到进入戏剧界

means of being introduc'd among the players, grew necessitous, pawn'd his cloaths, and wanted bread. Walking the street very hungry, and not knowing what to do with himself, a crimp's bill was put into his hand, offering immediate entertainment and encouragement to such as would bind themselves to serve in America. He went directly, sign'd the indentures, was put into the ship, and came over, never writing a line to acquaint his friends what was become of him. He was lively, witty, good-natur'd, and a pleasant companion, but idle, thoughtless, and imprudent to the last degree.

John, the Irishman, soon ran away; with the rest I began to live very agreeably, for they all respected me the more, as they found Keimer incapable of instructing them, and that from me they learned something daily. We never worked on Saturday, that being Keimer's Sabbath, so I had two days for reading. My acquaintance with ingenious people in the town increased. Keimer himself treated me with great civility and apparent regard, and nothing now made me uneasy but my debt to Vernon, which I was yet unable to pay, being hitherto but a poor oeconomist. He, however, kindly made no demand of it.

Our printing-house often wanted sorts, and there was no letter-founder in

的门路，就这样变得一贫如洗，去典当衣服，但又没有钱买面包。当他饥肠辘辘地走在街上，不知道如何打算时，有人往他手里塞了一份人贩子的宣传单，上面写道，凡愿意出卖自己去美洲服役的，可以马上得到饮食和奖励。他直接跑了去，在定期服务合同上签了字，被送上船，就渡海来到美洲了，关于他的情况则一个字也不寄给他的亲友。他很活泼幽默，性格温厚，是一个令人愉悦的伙伴，但是有些懒惰、轻率和极度的不审慎。

那个爱尔兰人约翰不久就逃跑了。我和其他的人开始相处得很愉快，因为他们发现凯莫尔不能教他们什么，而从我这里他们每天都学到了一点东西，所以他们全都更加尊敬我了。我们星期六从来都不工作，因为那天是凯莫尔的安息日，这样我就有两天用来读书了。我在城里认识的有天赋的人渐渐多了。凯莫尔自己待我十分殷勤，表面上很尊敬我；这时，我除了因为不善节约而欠了弗朗斯的钱无力偿还之外，就不再有什么担心的。但是，他很和善，没有提到这笔钱。

我们印刷厂经常需要整套的铅字，而在美洲还没有浇铅字的人。我在伦敦

America; I had seen types cast at James's in London, but without much attention to the manner; however, I now contrived a mould, made use of the letters we had as puncheons, struck the matrices in lead, and thus supply'd in a pretty tolerable way all deficiencies. I also engrav'd several things on occasion; I made the ink; I was warehouseman, and everything, and, in short, quite a factotum.

But, however serviceable I might be, I found that my services became every day of less importance, as the other hands improv'd in the business; and, when Keimer paid my second quarter's wages, he let me know that he felt them too heavy, and thought I should make an abatement. He grew by degrees less civil, put on more of the master, frequently found fault, was captious, and seem'd ready for an outbreaking. I went on, nevertheless, with a good deal of patience, thinking that his encumber'd circumstances were partly the cause.

At length a trifle snapt our connections; for, a great noise happening near the court-house, I put my head out of the window to see what was the matter. Keimer, being in the street, look'd up and saw me, call'd out to me in a loud voice and angry tone to mind my business, adding some reproachful words, that nettled me the more for their publicity, all the neighbors who were looking out on the same occasion

时，曾在詹姆斯的铺子里见过别人浇铸铅字，可是没有十分注意它的方法。但是，这时我发明了一种铸模，利用我们用作打印器的字母，将铅制成铸模，这样就很好地满足了各种需要。有时候，我也会雕几块铜板，我还制造油墨，我又是仓库管理员和一切事情的操办人——简而言之，我差不多是一个打杂工。

但是，不管我多么有用，我发现随着其他工人的业务逐渐改进，我的服务也就一天天地变得不重要了。当凯莫尔付了我第二个季度的工资以后，他就告诉我说，他觉得我的工资太高了，认为我应当减低一些。他对待我也渐渐地没有以前那么好了，摆出了老板的架子，常常挑毛病，无事生非，好像随时准备爆发的样子。但是，我仍然继续工作，极大地忍耐下来，因为我想他对我生气，部分原因是因为他欠佳的经济情况。

终于，一件琐事使我们的关系突然破裂了。有一次，在法院附近发生了一阵巨大的嘈杂声，我探头出窗外，想看看究竟发生了什么事情。凯莫尔这时候正好在街上，他抬头看见了我，就用很大的声音和恼怒的神态冲着我叫喊，让我只管做好我的事情，接着又说了一些责备的话。这时，所有往外面看热闹的邻居都看

being witnesses how I was treated. He came up immediately into the printing–house, continu'd the quarrel, high words pass'd on both sides, he gave me the quarter's warning we had stipulated, expressing a wish that he had not been oblig'd to so long a warning. I told him his wish was unnecessary, for I would leave him that instant; and so, taking my hat, walk'd out of doors, desiring Meredith, whom I saw below, to take care of some things I left, and bring them to my lodgings.

Meredith came accordingly in the evening, when we talked my affair over. He had conceiv'd a great regard for me, and was very unwilling that I should leave the house while he remain'd in it. He dissuaded me from returning to my native country, which I began to think of; he reminded me that Keimer was in debt for all he possess'd; that his creditors began to be uneasy; that he kept his shop miserably, sold often without profit for ready money, and often trusted without keeping accounts; that he must therefore fall, which would make a vacancy I might profit of. I objected my want of money. He then let me know that his father had a high opinion of me, and, from some discourse that had pass'd between them, he was sure would advance money to set us up, if I would enter into partnership with him.

"My time," says he, "will be out with Keimer in the spring; by that time we

到了他是如何对待我的，正因为他当着众人责备我，这才更加激怒了我。他立即跑到印刷厂的楼上来，继续和我吵，于是双方破口大骂，他按照合同给了我3个月的解雇通知，同时他又对于他必须给我这样长的预告表示后悔。我告诉他，他的后悔是不必要的，因为我会立刻离开他的。就这样，我拿了我的帽子，走出门来。在楼下，我看见了梅莱笛斯，我就请他照料我留下的一些东西，并把它们送到我的宿舍来。

于是，梅莱笛斯在晚上来了，这时候我们讨论了我的事件。他非常尊敬我，因此不愿意在我离开那个印刷厂之后他再留在那里。他劝阻我不要回家乡去，这是我刚开始所想的；他还提醒我说，凯莫尔所欠的债务和他的资产相当了，他的债主们开始不安了，他把他的铺子也弄得一团糟，为了得到现金，他经常做不赚钱的生意，而且常常赊卖货物，但是又不记账，因此他必然会倒闭，而他一倒闭，我就有可乘之机。我就说我没有钱，然后他就告诉我，说他的父亲很看重我，从他和他父亲的一些谈话中，他相信如果我愿意与他合伙，那么他父亲会投资帮我们自己开业的。

"我与凯莫尔的合同，"他说，"将在明年春天到期；到那时，我们将从伦敦买

may have our press and types in from London. I am sensible I am no workman; if you like it, your skill in the business shall be set against the stock I furnish, and we will share the profits equally."

The proposal was agreeable, and I consented; his father was in town and approv'd of it; the more as he saw I had great influence with his son, had prevail'd on him to abstain long from dram-drinking, and he hop'd might break him off that wretched habit entirely, when we came to be so closely connected. I gave an inventory to the father, who carry'd it to a merchant; the things were sent for, the secret was to be kept till they should arrive, and in the mean time I was to get work, if I could, at the other printing-house. But I found no vacancy there, and so remain'd idle a few days, when Keimer, on a prospect of being employ'd to print some paper money in New Jersey, which would require cuts and various types that I only could supply, and apprehending Bradford might engage me and get the jobb from him, sent me a very civil message, that old friends should not part for a few words, the effect of sudden passion, and wishing me to return. Meredith persuaded me to comply, as it would give more opportunity for his improvement under my daily instructions; so I return'd, and we went on more smoothly than for some time

到我们自己的印刷机和铅字。我知道我的技术很差，如果你愿意，你出业务技术，我提供资本，我们将利润均分。"

这个提议很好，我接受了。他父亲这时正好在城里，也同意了这项计划，尤其是因为他看到我对他的儿子影响很大，我已经劝他戒了一段时期的酒，他希望当我们两人那样紧密地合作时，我或许能帮助他彻底戒除这个恶劣的习惯。我开了一份清单给他父亲，他父亲将它交给了一个商人去订购。在机器尚未运到之前，我们要严守秘密；在此期间，我将设法在其他印刷厂找些工作，如果有可能的话。但是我没有找到空缺，所以闲了几天。这时，凯莫尔因为希望获得新泽西州纸币印刷的生意，需要只有我才做得了的雕版和各种铅字，同时因为怕勃拉福雇用我而抢走生意，所以给我写了一封十分谦恭的信，说是多年的老朋友不应该因为几句一时的气话而分手，希望我回去。梅莱笛斯劝我去，因为在我日常的指导之下，将会给他更多的机会提高技术。于是，我就回去了，我们相处得比以前一段时间要好多了，新泽西的生意被凯莫尔得到了，我替它设计了一台铜版印刷机，这在美洲还是第一台呢！我替纸币雕刻了一些花纹和对号，还和凯莫尔一同去了一趟

before. The New jersey jobb was obtain'd, I contriv'd a copperplate press for it, the first that had been seen in the country; I cut several ornaments and checks for the bills. We went together to Burlington, where I executed the whole to satisfaction; and he received so large a sum for the work as to be enabled thereby to keep his head much longer above water.

At Burlington I made an acquaintance with many principal people of the province. Several of them had been appointed by the Assembly a committee to attend the press, and take care that no more bills were printed than the law directed. They were therefore, by turns, constantly with us, and generally he who attended, brought with him a friend or two for company. My mind having been much more improv'd by reading than Keimer's, I suppose it was for that reason myconversation seem'd to he more valu'd. They had me to their houses, introduced me to their friends, and show'd me much civility; while he, tho' the master, was a little neglected. In truth, he was an odd fish; ignorant of common life, fond of rudely opposing receiv'd opinions, slovenly to extream dirtiness, enthusiastic in some points of religion, and a little knavish withal.

We continu'd there near three months; and by that time I could reckon among

柏林顿,在那里我圆满地完成了整个任务,他因此而获得了一笔巨款,使他在一段时期内不至于破产了。

在柏林顿,我认识了许多新泽西州的重要人物。他们当中有几个人被州议会任命为一个委员会的委员,来到印刷厂监管纸币的印刷工作,以监督纸币的印数。因此,这些人轮流一直和我们在一起,而且来监督印刷的人一般总是要带一两个朋友来做伴。我因为读了许多书,所以比凯莫尔更有修养,我猜想可能正是这个原因,而使得他们好像更喜欢和我谈话。他们邀我到他们家里去,把我介绍给他们的朋友,很殷勤地招待我;虽然凯莫尔是老板,但是他们却有点儿看不起他。说实话,他是一个古怪的家伙,不懂得公共生活,喜欢粗鲁地驳斥被人们公认的意见,衣冠不整到了极度邋遢的程度,狂信宗教上的某些教义,并且有点儿无赖的习气。

我们在那里继续工作了将近3个月。到那时候,我已经结识的朋友包括爱伦法官、州议会秘书萨缪尔·布斯蒂尔、议员爱瑟·皮尔森、约瑟夫·库柏、几个史密

my acquired friends, Judge Allen, Samuel Bustill, the secretary of the Province, Isaac Pearson, Joseph Cooper, and several of the Smiths, members of Assembly, and Isaac Decow, the surveyor-general. The latter was a shrewd, sagacious old man, who told me that he began for himself, when young, by wheeling clay for the brick-makers, learned to write after be was of age, carri'd the chain for surveyors, who taught him surveying, and he had now by his industry, acquir'd a good estate; and says he, "I foresee that you will soon work this man out of business, and make a fortune in it at Philadelphia." He had not then the least intimation of my intention to set up there or anywhere. These friends were afterwards of great use to me, as I occasionally was to some of them. They all continued their regard for me as long as they lived.

Before I enter upon my public appearance in business, it may be well to let you know the then state of my mind with regard to my principles and morals, that you may see how far those influenc'd the future events of my life. My parents had early given me religious impressions, and brought me through my childhood piously in the Dissenting way. But I was scarce fifteen, when, after doubting by turns of several points, as I found



由富兰克林发起的美洲哲学会，成立于1743年

斯家的人，和测量局长爱瑟·狄考。后者是一个机警而精明的老人，他告诉我当他年轻时，刚开始是替砖匠运送黏土，成年之后才学习写字，后来替测量员背测量链，他们教他学会了测量技术，这时他靠自己的勤劳，置办了一份很好的家产。他说："我预测，你不久将把这个人从印刷行业排挤出去，你将在费城以印刷业起家。"他那时候一点都不知道我在费城或任何其他地方开业的意图。这些朋友日后对我大有益处，我有时也偶尔帮助他们中间的一些人。他们一生都很重视和尊敬我。

在我讲述我正式开业之前，最好是让你知道我当时对道德和伦理的看法，好让你可以看出，这些观念是如何深远地影响我未来人生中的大事的。我父母很早就给我灌输了宗教思想，在我童年时代就接受了虔诚的非国教徒教养。但是，当我还不到15岁时，由于我发现在我读过的各种书里面对教条存在分歧，而我自己对

them disputed in the different books I read, I began to doubt of Revelation itself. Some books against Deism fell into my hands; they were said to be the substance of sermons preached at Boyle's Lectures. It happened that they wrought an effect on me quite contrary to what was intended by them; for the arguments of the Deists, which were quoted to be refuted, appeared to me much stronger than the refutations; in short, I soon became a thorough Deist. My arguments perverted some others, particularly Collins and Ralph; but, each of them having afterwards wrong'd me greatly without the least compunction, and recollecting Keith's conduct towards me (who was another freethinker), and my own towards Vernon and Miss Read, which at times gave me great trouble, I began to suspect that this doctrine, tho' it might be true, was not very useful. My London pamphlet, which had for its motto these lines of Dryden:

"Whatever is, is right. Though purblind man
Sees but a part o' the chain, the nearest link:
His eyes not carrying to the equal beam, That poises all above."

and from the attributes of God, his infinite wisdom, goodness and power, concluded that nothing could possibly be wrong in the world, and that vice and virtue were empty distinctions, no such things existing, appear'd now not so clever a

于教条中的某几点也先后产生了怀疑，所以我开始对《圣经》本身有怀疑了。我偶尔看到一些反对自然神教的书，据说这些书是《博尔演讲》中讲道文的大意。它们对我的影响恰好与其原意相反，因为为了驳斥自然神教，它们引用了自然神教信徒的言论，但是在我看来，这些言论却比那些反驳的理论更雄辩有力。简而言之，我不久就成为一个完完全全的自然神教信徒了。我的议论使得一些人走上了歧途，尤其是格林斯和拉尔夫；然而，这两个人后来都毫无良心、极大地害了我。每当想到基夫对我的所作所为(他是另一个宗教上的自由思想者)和我自己对弗朗斯以及对李德小姐的行为，有时使我十分苦恼，我开始怀疑这种教义虽然或许是真的，但是不一定十分有益。我在伦敦的小册子引用了德莱登的诗作为箴言：

存在即合理。虽然半瞎之人看到的只是链条的一端，最近的一环，
他的两眼看不到上面权衡一切的秤杆。

在那本小册子里，我从上帝的属性、他的无限智慧、善良与权力，得出结论说，世界上没有什么是错的，恶与善是一种虚空的区别，恶和善这些事情根本就不存在。现在看来，这篇文章并不像我曾经认为的那样是一篇巧妙的杰作。因此我猜

performance as I once thought it; and I doubted whether some error had not insinuated itself unperceiv'd into my argument, so as to infect all that follow'd, as is common in metaphysical reasonings.

I grew convinc'd that truth, sincerity and integrity in dealings between man and man were of the utmost importance to the felicity of life; and I form'd written resolutions, which still remain in my journal book, to practice them ever while I lived. Revelation had indeed no weight with me, as such; but I entertain'd an opinion that, though certain actions might not be bad because they were forbidden by it, or good because it commanded them, yet probably these actions might be forbidden because they were bad for us, or commanded because they were beneficial to us, in their own natures, all the circumstances of things considered. And this persuasion, with the kind hand of Providence, or some guardian angel, or accidental favorable circumstances and situations, or all together, preserved me, thro' this dangerous time of youth, and the hazardous situations I was sometimes in among strangers, remote from the eye and advice of my father, without any willful gross immorality or injustice, that might have been expected from my want of religion.

I say willful, because the instances I have mentioned had something of necessity

想，某些错误可能会不知不觉地混入我的论断，以致影响所有随之产生的理论，而这在形而上学的推论中是很普遍的。

我逐渐确信，在处理人际关系时，真实、诚意和廉洁才是对人生幸福最重要的。我写下了我的决心，它还保存在我的日记中，决定在我的一生中不断地加以实践。《圣经》本身对我并不是多么的重要，但是我认为，我们不能因为《圣经》禁止某些行为，就说这些行为是坏的，或者是因为《圣经》叫我们去做，就认为它们是好的；而是应该这样考虑问题，即某些行为正因为它们对我们不利，所以我们要禁止这些行为，或者是正因为它们本身对我们有益，所以我们才会去做。这种信念，以及靠着上帝或守护天使的祝福，或者是偶然的有利情况或形势，或者是这三者相结合，保全了我，使我度过了青春的危险期，安全地走过了我有时在陌生人中间所陷入的险境，使我在没有父亲照顾和忠告的情况下，竟然没有任何故意的粗鲁的不道德或不正义行为——由于我缺乏宗教信仰，这种错误或许本该是在意料之中的。

我之所以说故意，是因为我上面所提到的那些实例：由于我年轻，缺乏经验，由于别人的耍无赖，都包括了一些必然性在其中。因此，当我开始踏入社会时，我

in them, from my youth, inexperience, and the knavery of others. I had therefore a tolerable character to begin the world with; I valued it properly, and determin'd to preserve it.

We had not been long return'd to Philadelphia before the new types arriv'd from London. We settled with Keimer, and left him by his consent before he heard of it. We found a house to hire near the market, and took it. To lessen the rent, which was then but twenty-four pounds a year, tho' I have since known it to let for seventy, we took in Thomas Godfrey, a glazier, and his family, who were to pay a considerable part of it to us, and we to board with them.

We had scarce opened our letters and put our press in order, before George House, an acquaintance of mine, brought a countryman to us, whom he had met in the street inquiring for a printer. All our cash was now expended in the variety of particulars we had been obliged to procure, and this countryman's five shillings, being our first-fruits, and coming so seasonably, gave me more pleasure than any crown I have since earned; and the gratitude I felt toward House has made me often more ready than perhaps I should otherwise have been to assist young beginners.

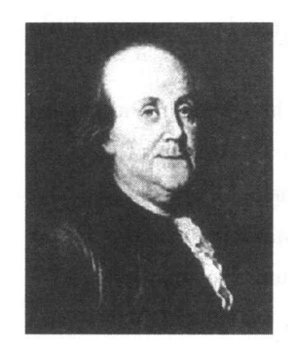
的品德还算是不错的。我要正确地评价我这种品德,并且决心保持它。

我们回到费城之后不久，新铅字就从伦敦运来了。我们已经和凯莫尔协商好,在征得他的同意后离开了他,而在此之前他还没有听到我们开业的计划。我们在市场附近找到了一所出租的房屋,将它租了下来。为了减少房租——这时的房租一年是24英镑，虽然现在我听说已经增加到了70英镑——我们便找来釉工汤玛斯·高德福莱和他的家人一同租用，他们向我们支付租金的很大一部分，而我们的伙食则包给了他们。

我们还没有拆开我们的铅字，尚未来得及整理好印刷机，我的一个朋友乔治·豪斯带了一个乡下人来我们这里。他在街上遇到的这个人,这人当时正在寻找印刷厂。到这时候,我们所有的现金都用于我们必须购置的各种项目上了,所以这个乡下人的5先令作为我们的第一笔收益,而且来得这样及时,所以它给我带来的快乐胜过我以后所赚到的任何一个5先令的银币。由于我对豪斯的感激，使我常常乐于帮助那些年轻的创业者,否则我或许不会这样热心的。

There are croakers in every country, always boding its ruin. Such a one then lived in Philadelphia; a person of note, an elderly man, with a wise look and a very grave manner of speaking; his name was Samuel Mickle. This gentleman, a stranger to me, stopt one day at my door, and asked me if I was the young man who had lately opened a new printing-house. Being answered in the affirmative, he said he was sorry for me, because it was an expensive undertaking, and the expense would be lost; for Philadelphia was a sinking place, the people already half-bankrupts, or near being so; all appearances to the contrary, such as new buildings and the rise of rents, being to his certain knowledge fallacious; for they were, in fact, among the things that would soon ruin us. And he gave me such a detail of misfortunes now existing, or that were soon to exist, that he left me half melancholy. Had I known him before I engaged in this business, probably I never should have done it. This man continued to live in this decaying place, and to declaim in the same strain, refusing for many years to buy a house there, because all was going to destruction; and at last I had the pleasure of seeing him give five times as much for one as he might have bought it for when he first began his croaking.

在每一个国家总有一些预言国家即将毁灭的悲观主义者。那时候费城就有这样一个颇有名气的人，他上了些年纪，看上去像是一个聪明人，讲话时态度很严肃。他的名字叫萨缪尔·麦克尔。这位先生我并不认识，他有一天跑到我门口来，问我是否就是那个新开了一家印刷厂的年轻人。我回答了他，他就说他很为我忧虑，因为开一家印刷厂很费钱，而且这笔钱将会亏损掉，因为费城是一个正在走向衰败的城市，城里的居民已经处于半破产或接近破产的状态；尽管表面上看来相反，例如新建的大厦和房租的上涨，他也确认为是虚假的繁荣，因为这些东西事实上正是不久就要造成我们毁灭的因素的一部分。他又向我详细地叙述了当时已经发生的或即将发生的灾祸。当他离开时，我有点闷闷不乐了。假如我在开业之前就认识了他，可能我永远都不会从事这个行业了。这个人继续住在一所破烂的房子里，用同样的论调辩论着，多年来都不肯在那里买房子，因为一切都将毁灭。但是到后来，我高兴地看到他出了比他最初提出悲观论调时可能买到的高出5倍的价格买了一所房子。



Chapter 5

I should have mentioned before, that, in the autumn of the preceding year, I had form'd most of my ingenious acquaintance into a club of mutual improvement, which we called the JUNTO; we met on Friday evenings. The rules that I drew up required that every member, in his turn, should produce one or more queries on any point of Morals, Politics, or Natural Philosophy, to be discuss'd by the company; and once in three months produce and read an essay of his own writing, on any subject he pleased. Our debates were to be under the direction of a president, and to be conducted in the sincere spirit of inquiry after truth, without fondness for dispute, or desire of victory; and, to prevent warmth, all expressions of positiveness in opinions, or direct contradiction, were after some time made contraband, and prohibited under small pecuniary penalties.

第5章

我早就应该提到，在前一年秋天，我把我大多数有才华的朋友组成了一个互促互进的社团，我们叫它"共读社"。我们每个星期五的晚上聚会。由我起草的章程规定，每一个社员必须轮流提交一两篇有关道德、政治或自然哲学中任何问题的论文，并在会上由大家来讨论；每隔3个月要提交和诵读本人的作品一篇，题目可以任选。我们的辩论由会长主持，而且应当以诚恳的探求真理的精神为指导，而不是以爱好争辩或求胜的态度来进行；而且为了防止过激情绪，一切肯定意见的表达和直接的抗辩时间过长的话，就会被宣布为非法，违反者要处以小额的罚金。

这个组织的首批会员是约瑟夫·勃赖诺，一个公证事务所的契约誊写员，他

The first members were Joseph Breintnal, a copyer of deeds for the scriveners, a good-natur'd, friendly, middle-ag'd man, a great lover of poetry, reading all he could meet with, and writing some that was tolerable; very ingenious in many little Nicknackeries, and of sensible conversation.

Thomas Godfrey, a self-taught mathematician, great in his way, and afterward inventor of what is now called Hadley's Quadrant. But he knew little out of his way, and was not a pleasing companion; as, like most great mathematicians I have met with, he expected universal precision in everything said, or was for ever denying or distinguishing upon trifles, to the disturbance of all conversation. He soon left us.

Nicholas Scull, a surveyor, afterwards surveyor-general, who lov'd books, and sometimes made a few verses.

William Parsons, bred a shoemaker, but loving reading, had acquir'd a considerable share of mathematics, which he first studied with a view to astrology, that he afterwards laught at it. He also became surveyor-general.

William Maugridge, a joiner, a most



富兰克林创建“共读社”，这个组织后来很有影响

是一个温厚而友好的中年人，非常喜欢诗，凡是他能找到的诗他都愿意读，也能写一些还过得去的诗，做小玩意儿很有天赋，谈话很通情达理。

汤玛斯·高德福莱，一个自学的数学家，对于他的本行很有研究，后来成为现在被称为“哈德里象限”的发明者，但在他的本行以外则一无所知，也不是一个讨人喜欢的伙伴。就像我所遇到的大多数伟大的数学家一样，他要求每一句话都要绝对正确，或者是毫无休止地否定或区别琐碎小事，以至于会妨碍整个谈话的进行。他不久就离开了我们。

尼古拉·斯格尔，一个测量员，后来当上了测量局局长。他喜欢读书，有时也写点儿诗。

威廉·柏生，学的是制鞋业，但是喜欢读书，学了许多数学，他本来是为了占星学才学数学的，以后只要谈到这件事他就会笑。他也当了测量局局长。

威廉·莫古瑞奇，一个细木匠，一个十分优秀的工匠，同时也是一个稳重

exquisite mechanic, and a solid, sensible man.

Hugh Meredith, Stephen Potts, and George Webb I have characteriz'd before.

Robert Grace, a young gentleman of some fortune, generous, lively, and witty; a lover of punning and of his friends.

And William Coleman, then a merchant's clerk, about my age, who had the coolest, dearest head, the best heart, and the exactest morals of almost any man I ever met with. He became afterwards a merchant of great note, and one of our provincial judges. Our friendship continued without interruption to his death, upward of forty years; and the club continued almost as long, and was the best school of philosophy, morality, and politics that then existed in the province; for our queries, which were read the week preceding their discussion, put us upon reading with attention upon the several subjects, that we might speak more to the purpose; and here, too, we acquired better habits of conversation, every thing being studied in our rules which might prevent our disgusting each other. From hence the long continuance of the club, which I shall have frequent occasion to speak further of hereafter.

But my giving this account of it here is to show something of the interest I had,

而聪明的人。

休·梅莱笛斯，司蒂芬·博茨，乔治·韦伯，我在前面已经讲过他们了。

罗伯特·格莱斯，一个颇有财产的年轻绅士，慷慨活泼而又幽默，喜欢讲双关话，爱他的朋友。

还有威廉·柯尔曼，那时还是一个商店的店员，大约与我同岁，他几乎是我所知道的人当中头脑最冷静清楚、心肠最热、品行最端正的人。他后来成为一个很有声望的商人，也是我们州里的法官之一。我们的友谊持续到他去世从未间断过，有 40 多年的时间，这个社团也差不多持续了那么长时间，是当时宾夕法尼亚最优秀的哲学伦理和政治学学派。由于我们在讨论前的一个星期先在会上宣读一遍论文，这就使得我们在阅读时能够细心地注意到不同的题目，从而使得我们在讨论时更加切题中肯。在这里，我们也养成了良好的谈话习惯。在我们的会章中，我们研究拟定了一切可以防止相互冲突的办法，正因为这样，我们的社团才能够长期存在，关于这个社团，今后我将有机会常常提到它。

但是，我在这里介绍这个社团，是想指出我当时所有的一些伙伴，他们每个

every one of these exerting themselves in recommending business to us. Breintnal particularly procur'd us from the Quakers the printing forty sheets of their history, the rest being to be done by Keimer; and upon this we work'd exceedingly hard, for the price was low. It was a folio, pro patria size, in pica, with long primer notes. I compos'd of it a sheet a day, and Meredith worked it off at press; it was often eleven at night, and sometimes later, before I had finished my distribution for the next day's work, for the little jobbs sent in by our other friends now and then put us back. But so determin'd I was to continue doing a sheet a day of the folio, that one night, when, having impos'd my forms, I thought my day's work over, one of them by accident was broken, and two pages reduced to pi, I immediately distributed and compos'd it over again before I went to bed; and this industry, visible to our neighbors, began to give us character and credit; particularly, I was told, that mention being made of the new printing-office at the merchants' Every-night club, the general opinion was that it must fail, there being already two printers in the place, Keimer and Bradford; but Dr. Baird (whom you and I saw many years after at his native place, St. Andrew's in Scotland) gave a contrary opinion:

"For the industry of that Franklin," says he, "is superior to any thing I ever

人都尽力为我们介绍生意。特别是勃赖诺，替我们承揽到了替教友会印刷教友会历史 40 个印张的业务，其余部分则被凯莫尔接走了。在这笔生意上，我们工作得非常辛苦，因为价格太低了。这是用 12 磅活字印刷的“为祖国”式对开本，上面还有很长的小号字注释。我每天排好一张版面，梅莱笛斯就在印刷机上印出来；等我为第二天的工作拆完版时，往往已经是夜间 11 点钟了，有时甚至更晚些，因为有时候我们其他的朋友介绍来的零星业务会耽误我们的工作。但是我决定保持每天排好一张版的速度，所有当我有一夜拼好版之后，觉得一天的工作已经结束时，没想到其中有一版不小心碰坏了，有两页的铅字乱成了一堆，我立即拆了版，重新拼版，然后才上床睡觉。这种勤劳是我们的邻居有目共睹的，这使得我们的名誉和声望开始增加。特别是有人告诉我，当人们在商人的夜间俱乐部提到这家新开张的印刷厂时，大家普遍认为它必然会失败，因为城里已经有了凯莫尔和勃拉福两家印刷厂，但是贝尔德博士（许多年以后你和我曾经在他的故乡、苏格兰的圣·安德鲁兹见到他过）提出了相反的观点：

“因为那个富兰克林的勤劳，”他说，“是我从来没有见过的。当我从俱乐部回

saw of the kind; I see him still at work when I go home from club, and he is at work again before his neighbors are out of bed."

This struck the rest, and we soon after had offers from one of them to supply us with stationery; but as yet we did not chuse to engage in shop business.

I mention this industry the more particularly and the more freely, tho' it seems to be talking in my own praise, that those of my posterity, who shall read it, may know the use of that virtue, when they see its effects in my favour throughout this relation.

George Webb, who had found a female friend that lent him wherewith to purchase his time of Keimer, now came to offer himself as a journeyman to us. We could not then employ him; but I foolishly let him know as a secret that I soon intended to begin a newspaper, and might then have work for him. My hopes of success, as I told him, were founded on this, that the then only newspaper, printed by Bradford, was a paltry thing, wretchedly manag'd, no way entertaining, and yet was profitable to him; I therefore thought a good paper would scarcely fail of good encouragement. I requested Webb not to mention it; but he told it to Keimer, who immediately, to be beforehand with me, published proposals for printing one himself, on which Webb was to be employ'd.

家时，我看见他还在工作；第二天，当他的邻居们还没有起床时，他又在工作了。"

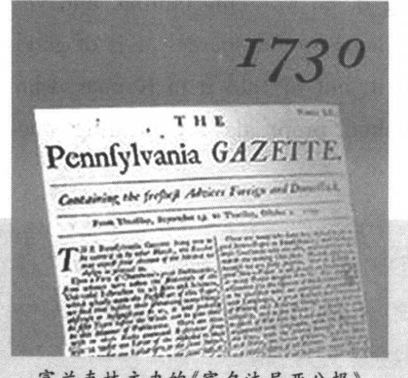
这番话给其他人留下了很深的印象。不久之后，他们当中的一个人就提议供给我们文具，要我们代销，但我们那时候还不想经营文具铺。

我特别强调和格外直率地提到"勤劳"这一点，虽然好像我是在自我吹嘘，但我的目的是想当我的后人读到这里时，当他们见证了勤劳对我产生了多么大的影响时，他们就可以明白这一品德的可贵之处了。

乔治•韦伯交了一个女朋友，她借钱给他，向凯莫尔赎买自由。这时他来到我们这里，自己提出当一个职工。我们那时还没法雇用他，但是我愚蠢地告诉了他一个秘密，我不久打算办一份报纸，到那时或许可以雇用他。我告诉他，我成功的希望基于这样一个事实：当时唯一的一份报纸是勃拉福办的，是一份毫无价值、经营得十分恶劣而又枯燥无味的报纸，但是他还有利可赚，因此我想一份优秀的报纸一定不会亏本。我请韦伯不要告诉别人，但是他告诉了凯莫尔。为了抢在我前面，凯莫尔立即宣布他自己的办报计划，并雇用韦伯来办报。

I resented this; and, to counteract them, as I could not yet begin our paper, I wrote several pieces of entertainment for Bradford's paper, under the title of the Busy Body, which Breintnal continu'd some months. By this means the attention of the publick was fixed on that paper, and Keimer's proposals, which we burlesqu'd and ridicul'd, were disregarded. He began his paper, however, and, after carrying it on three quarters of a year, with at most only ninety subscribers, he offered it to me for a trifle; and I, having been ready some time to go on with it, took it in hand directly; and it prov'd in a few years extremely profitable to me.

I perceive that I am apt to speak in the singular number, though our partnership still continu'd; the reason may be that, in fact, the whole management of the business lay upon me. Meredith was no compositor, a poor pressman, and seldom sober. My friends lamented my connection with him, but I was to make the best of it.



富兰克林主办的《宾夕法尼亚公报》

Our first papers made a quite different appearance from any before in the province; a better type, and better printed; but some spirited remarks of my writing, on the dispute then going

我对此很愤慨。因为我当时还不能办我们的报纸，为了破坏他们的计划，我替勃拉福的报纸写了几篇有趣的作品，总题目是《爱管闲事的人》，后来勃赖诺把它连载了几个月时间。用这种方式，公众的注意力被吸引到这家报纸来了，凯莫尔的计划在我们的冷嘲热讽下，遭到了人们的漠视。但是，他仍然办起了报纸，经营了9个月，最多的时候只有90个订户，以后就贱价把报纸出让给我了。我早就准备好接手这家报纸了，就马上接了过来；在几年之内，这家报纸就给我带来了非常可观的利润。

我知道我喜欢用单数第一人称讲话，虽然我们还是合伙经营，事实上，这也许是因为全部业务都由我负责经营，而梅莱笛斯根本不会排字，也不懂得印刷，而且很少有不喝醉酒的时候。我的朋友们对我与他的合伙大表惋惜，但是我将尽量利用这种合作条件。

我们的第一份报纸在外观上与宾夕法尼亚以前的报纸截然不同：不但字体清晰，而且印刷精美。当时保奈特州长和马萨诸塞州州议会之间正发生争执，我

on between Governor Burnet and the Massachusetts Assembly, struck the principal people, occasioned the paper and the manager of it to be much talk'd of, and in a few weeks brought them all to be our subscribers.

Their example was follow'd by many, and our number went on growing continually. This was one of the first good effects of my having learnt a little to scribble; another was, that the leading men, seeing a newspaper now in the hands of one who could also handle a pen, thought it convenient to oblige and encourage me. Bradford still printed the votes, and laws, and other publick business. He had printed an address of the House to the governor, in a coarse, blundering manner, we reprinted it elegantly and correctly, and sent one to every member. They were sensible of the difference: it strengthened the hands of our friends in the House, and they voted us their printers for the year ensuing.

Among my friends in the House I must not forget Mr. Hamilton, before mentioned, who was then returned from England, and had a seat in it. He interested himself for me strongly in that instance, as he did in many others afterward, continuing his patronage till his death.

Mr. Vernon, about this time, put me in mind of the debt I ow'd him, but did not

在评论这件事时所写的一些激烈的言论,引起了领导人物的注意,使得这份报纸和它的发行人常常成为人们的谈资,不到几个星期他们都成为我们的订户了。

许多人跟着他们订了我们的报纸,我们的读者不断地增加。这是我会写点儿小文章的最初的良好效果之一;另外一个效果是,当那些领导者看到一个能动笔写东西的人现在控制了一家报纸时,他们就认为应当鼓励我,对我开恩施惠。勃拉福这时还在承印选举票、法律和其他公家的生意。他把州议会向州长的请愿书印得既粗劣又错误百出,而我们将它重印得既精美又准确,并且给每一位议员寄了一份。他们看出了这两者的不同,这就增加了我们在议会中的议员朋友说话的分量,这样他们就推举由我们来承印下一年的印刷生意。

我们在州议会的朋友中,我不能忘了上面提到过的汉弥尔顿先生,他这时候已经从英国回来了,而且是州议会的议员。他在这件事上大力支持我,就像他以后在其他事情上一样,毕生都对我呵护备至。

大约在此时,弗朗斯先生提醒我欠他的债款,但是他并没有催我。我给他写

press me. I wrote him an ingenuous letter of acknowledgment, crav'd his forbearance a little longer, which he allow'd me, and as soon as I was able, I paid the principal with interest, and many thanks; so that erratum was in some degree corrected.

But now another difficulty came upon me which I had never the least reason to expect. Mr. Meredith's father, who was to have paid for our printing-house, according to the expectations given me, was able to advance only one hundred pounds currency, which had been paid; and a hundred more was due to the merchant, who grew impatient, and su'd us all. We gave bail, but saw that, if the money could not be rais'd in time, the suit must soon come to a judgment and execution, and our hopeful prospects must, with us, be ruined, as the press and letters must be sold for payment, perhaps at half price.

In this distress two true friends, whose kindness I have never forgotten, nor ever shall forget while I can remember any thing, came to me separately, unknown to each other, and, without any application from me, offering each of them to advance me all the money that should be necessary to enable me to take the whole business upon myself, if that should be practicable; but they did not like my continuing the partnership with Meredith, who, as they said, was often seen drunk in the streets,

了一封信，坦白地承认了我的过失，恳请他再给我一些时间，他也答应了，一等到我有了能力，我就连本带息付清了，并且表达了我的谢意。就这样，这一过失在某种程度上总算改正了。

但是，这时有一件我完全没有预料到的困难事情发生了：按照我们原来达成的协议，梅莱笛斯的父亲应当支付我们印刷厂设备的费用，但是他只支付了 100 英镑，由于他欠了一个商人 100 英镑，这个商人等不及了，就向法院告了我们。我们缴了保释金，但是我们看到假如我们不能及时筹到款项的话，法庭不久就会宣判和执行，那么我们美好的前景将与我们一起遭受灭顶之灾，因为印刷机和铅字将会被卖掉还债，可能还是半价呢。

在这不幸之际，来了两个真正的朋友，他们的友情我从来也没有忘记，而且毕生永志不忘。他们各自不约而同并且自动愿意为我垫付一切必需的资金，使我能够自己单独营业，假如这件事能办得到的话。但是他们不喜欢我和梅莱笛斯继续合伙，他们说有人经常看见梅莱笛斯醉醺醺地走在大街上，还有人看见他在酒馆玩那些下流的赌博，这些对我们都是奇耻大辱。这两位朋友是威廉·柯尔曼和

and playing at low games in alehouses, much to our discredit. These two friends were William Coleman and Robert Grace. I told them I could not propose a separation while any prospect remain'd of the Merediths' fulfilling their part of our agreement, because I thought myself under great obligations to them for what they had done, and would do if they could; but, if they finally fail'd in their performance, and our partnership must be dissolv'd, I should then think myself at liberty to accept the assistance of my friends.

Thus the matter rested for some time, when I said to my partner, "Perhaps your father is dissatisfied at the part you have undertaken in this affair of ours, and is unwilling to advance for you and me what he would for you alone. If that is the case, tell me, and I will resign the whole to you, and go about my business."

"No," said he, "my father has really been disappointed, and is really unable; and I am unwilling to distress him farther. I see this is a business I am not fit for. I was bred a farmer, and it was a folly in me to come to town, and put myself, at thirty years of age, an apprentice to learn a new trade. Many of our Welsh people are going to settle in North Carolina, where land is cheap. I am inclin'd to go with them, and follow my old employment. You may find friends to assist you. If you will take the

罗伯特•格莱斯。我告诉他们，只要梅莱笛斯父子还有希望履行他们在协议中的义务，我就不好提出散伙，因为我觉得自己得到过他们不少恩惠，他们过去帮了我不少忙，如果他们有能力的话，他们现在还将给我帮忙；但是，假如他们最终不能履行他们的义务，因而我们的合伙非解散不可的话，到那时我将认为我可以随意接受我的朋友们的帮助了。

这件事就这样拖了一段时间，后来我就对我的合伙人说："也许你父亲不喜欢你参加我们这项事业，因此他不愿替你和我垫付这笔钱，但是他可能愿意替你一人出钱。假如是这样的话，请告诉我，我将退出合伙，全部让给你，离开此地。"

"不，"他说，"我父亲真正感到失望的，是他无力垫付这笔钱，而且我也不愿让他更伤心。我知道我不适合这项工作。我从小就务农，我进城来，30岁还去当学徒学习新的行业，这实在是一件荒唐事。我们有很多威尔士人将要去北卡罗来纳拓荒，因为那里土地很便宜。我想和他们一块儿去那里干我的老本行。你可以找朋友来帮你。假如你愿意承担印刷厂的债务，偿还我父亲垫付的100英镑，替我还

debts of the company upon you; return to my father the hundred pound he has advanced; pay my little personal debts, and give me thirty pounds and a new saddle, I will relinquish the partnership, and leave the whole in your hands."

I agreed to this proposal: it was drawn up in writing, sign'd, and seal'd immediately. I gave him what he demanded, and he went soon after to Carolina, from whence he sent me next year two long letters, containing the best account that had been given of that country, the climate, the soil, husbandry, etc., for in those matters he was very judicious. I printed them in the papers, and they gave great satisfaction to the publick.

As soon as he was gone, I recurr'd to my two friends; and because I would not give an unkind preference to either, I took half of what each had offered and I wanted of one, and half of the other; paid off the company's debts, and went on with the business in my own name, advertising that the partnership was dissolved. I think this was in or about the year 1729.

About this time there was a cry among the people for more paper money, only fifteen thousand pounds being extant in the province, and that soon to be sunk. The wealthy inhabitants oppos'd any addition, being against all paper currency, from an

清我个人的一些欠款，再给我 30 英镑和一个新马鞍的话，我将转让我的股权，全部产权都归你所有。"

我同意了他的提议。我们起草了一份书面文件，立即签了字盖了印。我给了他所要求的东西，不久他就到卡罗来纳去了。第二年，他从那里给我寄了两封很长的信，信中包含了关于那个地区最好的一篇叙述，讲到了它的气候、土壤、农业，等等，因为关于这些事情他原本是十分内行的。我把它们发表在报纸上，读者们大为满意。

他刚一走，我就去求助我的两位朋友。由于我不愿意对他们中的任何一位有所偏向，于是就向每一位借了他所提供的一半数额，也就是我本来要向一个人借贷的半数，偿清了印刷厂的债务，开始以我自己的名义营业，同时公开宣布合伙解散。我想这大概是在 1729 年或者是那年的前后。

大约在这时候，在人民中间有一种呼声，要求发行更多的纸币，当时宾夕法尼亚州的纸币流通额只有 15000 英镑，而且这一数目不久也将要减少。富裕阶层

apprehension that it would depreciate, as it had done in New England, to the prejudice of all creditors.

We had discuss'd this point in our Junto, where I was on the side of an addition, being persuaded that the first small sum struck in 1723 had done much good by increasing the trade, employment, and number of inhabitants in the province, since I now saw all the old houses inhabited, and many new ones building; whereas I remembered well, that when I first walk'd about the streets of Philadelphia, eating my roll, I saw most of the houses in Walnut-street, between Second and Front streets, with bills on their doors, "To be let"; and many likewise in Chestnut-street and other streets, which made me then think the inhabitants of the city were deserting it one after another.

Our debates possess'd me so fully of the subject, that I wrote and printed an anonymous pamphlet on it, entitled "The Nature and Necessity of a Paper Currency." It was well receiv'd by the common people in general; but the rich men dislik'd it, for it increas'd and strengthen'd the clamor for more money, and they happening to have no writers among them that were able to answer it, their opposition slacken'd, and the point was carried by a majority in the House. My friends there, who

反对增加纸币,他们反对一切纸币,因为他们害怕纸币会使货币贬值,就像在新英格兰所发生的那样,将会导致债权人处于不利地位。

我们在我们的共读社曾经讨论过这一问题,我赞成增发纸币,因为它使我相信,1723年铸造的少量货币做了不少好事,它促进了商业和就业,增加了本州的居民,因为我现在看到所有的老房子都住满了人,许多新房子正在建造之中;但是,我还清楚地记得,当我第一次吃着我的面包卷走在费城街上的时候,我看到胡桃街从第二街到前街这一段街道的大多数房子的门上都贴了"招租"的纸条,在板栗街和其他街道上的许多房子也是如此——这种情形当时使我以为,费城的居民正在不断地离开这座城市呢。

我们的辩论使我对这个题目产生了很大的兴趣,我撰写和发表了一本匿名的小册子,名叫《纸币的性质和需要》。老百姓普遍都很欢迎它,但是有钱人不喜欢它,因为它增大和加强了增加货币的呼声。富人这边碰巧没有作家能够回答这个小册子,因此他们的反抗减弱了。这样,增发纸币的议案就在州议会中以大多数票获得通过。我在州议会中的朋友们觉得我对这一议案的通过做了一些贡献,

conceiv'd I had been of some service, thought fit to reward me by employing me in printing the money; a very profitable jobb and a great help to me. This was another advantage gain'd by my being able to write.

The utility of this currency became by time and experience so evident as never afterwards to be much disputed; so that it grew soon to fifty-five thousand pounds, and in 1739 to eighty thousand pounds, since which it arose during war to upwards of three hundred and fifty thousand pounds, trade, building, and inhabitants all the while increasing, till I now think there are limits beyond which the quantity may be hurtful.

I soon after obtain'd, thro' my friend Hamilton, the printing of the Newcastle paper money, another profitable jobb as I then thought it; small things appearing great to those in small circumstances; and these, to me, were really great advantages, as they were great encouragements. He procured for me, also, the printing of the laws and votes of that government, which continu'd in my hands as long as I follow'd the business.

I now open'd a little stationer's shop. I had in it blanks of all sorts, the correctest that ever appear'd among us, being assisted in that by my friend Breintnal.

认为应当由我来承印纸币，以作为对我的酬劳。这是一笔利润丰厚的生意，对我的帮助很大。这是我会写文章的另一个好处。

经过时间和实践的检验，纸币的作用变得如此的明显，所以以后再也没有引起很多的争议。结果，纸币发行额不久就达到了55000英镑，1739年达到8万英镑，后来在战争期间超过了35万英镑，因为商业、建筑和居民人数都在不断地增加，虽然我现在认为纸币的发行额有一个限度，过了这个限度就可能有害了。

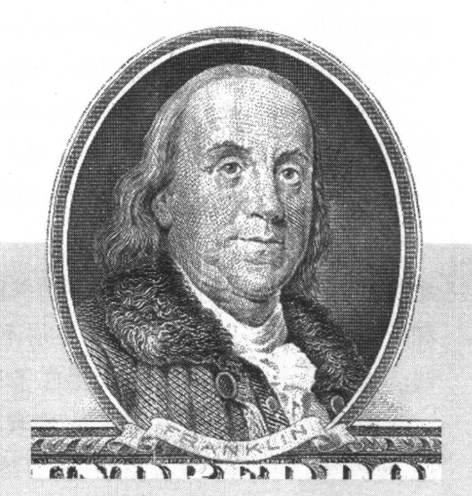
不久以后，我又通过我的朋友汉弥尔顿获得了承印纽卡斯特尔纸币的生意。根据我当时的看法，这又是一笔赚钱的生意，因为对于穷人来说，小事情也显得很重要；而且这些生意对我实在是大有益处，因为它们有很丰厚的利润可赚。他还替我接到了承印纽卡斯特尔政府法律和选举票的生意，直到我离开印刷业之前，这笔生意都由我来做。

现在，我开了一家小文具商店，我的商店销售各种各样的空白单据，由于我

I had also paper, parchment, chapmen's books, etc.

One Whitemash, a compositor I had known in London, an excellent workman, now came to me, and work'd with me constantly and diligently; and I took an apprentice, the son of Aquila Rose.

I began now gradually to pay off the debt I was under for the printing-house. In order to secure my credit and character as a tradesman, I took care not only to be in reality industrious and frugal, but to avoid all appearances to the contrary. I drest plainly; I was seen at no places of idle diversion. I never went out a fishing or shooting; a book, indeed, sometimes debauch'd me from my work, but that was seldom, snug, and gave no scandal; and, to show that I was not above my business, I sometimes brought home the paper I purchas'd at the stores thro' the streets on a wheelbarrow. Thus being esteem'd an industrious, thriving young man, and paying duly for what I bought, the merchants who imported stationery solicited my custom; others proposed supplying me with books, and I went on swimmingly. In the mean time, Keimer's credit and business declining



旧美元上的富兰克林像

朋友勃赖诺的帮助,我们的单据在殖民地是式样最正确的。我还销售纸张、羊皮纸、小贩的账簿,等等。

一个叫怀特马斯的排字工人,他是我在伦敦认识的,是一个优秀工人,现在到我这里来了,他一直勤劳地跟我在一起工作;我还收了一个学徒,是阿克拉·罗斯的儿子。

现在,我开始逐步还清办印刷厂而借的债款。为了获得作为商人的名誉和声望,我注意到了不但在事实上要勤勉俭朴,而且要避免一切相反的外表。我穿着朴素,我从来都不去那些无益的娱乐场所,从来都不出去钓鱼或打猎——读书的确有时候会使我旷工,但那也只是偶尔的事情,而且是隐藏的,也不会让别人说闲话;而且,为了表示我不以我的行业为耻,我有时会把我在纸店买好的纸张装在独轮车上,自己推着车从街道运回家。这样,大家都认为我是一个勤奋上进的青年,而且做生意从不拖欠,所以进口文具用品的商人们都来请我和他们做生

daily, he was at last forc'd to sell his printing house to satisfy his creditors. He went to Barbadoes, and there lived some years in very poor circumstances.

His apprentice, David Harry, whom I had instructed while I work'd with him, set up in his place at Philadelphia, having bought his materials. I was at first apprehensive of a powerful rival in Harry, as his friends were very able, and had a good deal of interest. I therefore propos'd a partner-ship to him which he, fortunately for me, rejected with scorn. He was very proud, dress'd like a gentleman, liv'd expensively, took much diversion and pleasure abroad, ran in debt, and neglected his business; upon which, all business left him; and, finding nothing to do, he followed Keimer to Barbadoes, taking the printing-house with him. There this apprentice employ'd his former master as a journeyman; they quarrel'd often; Harry went continually behindhand, and at length was forc'd to sell his types and return to his country work in Pensilvania. The person that bought them employ'd Keimer to use them, but in a few years he died.

There remained now no competitor with me at Philadelphia but the old one, Bradford; who was rich and easy, did a little printing now and then by straggling hands, but was not very anxious about the business. However, as he kept the

意，别的商人也提议我为他们代销书籍，我的事业一帆风顺。同时，凯莫尔的信誉和生意却一天天衰败，最后他不得不出卖他印刷厂的设备来偿还他的债主们的钱。他去了巴巴多群岛，在那里住了几年，生活十分困窘。

凯莫尔的学徒大卫·哈利，当我在凯莫尔的印刷厂和他一起工作时曾教过他，他购买了凯莫尔的设备后，就顶替他的地位开张了。我起初担心哈利是一个强有力的竞争者，因为他的亲友们很有能力，而且也很有势力。因此，我提议跟他合伙经营，但是幸亏他轻蔑地拒绝了我。他非常骄傲，打扮得像个上流人，过着奢侈的生活，经常在外面寻欢作乐，结果负债累累，荒废了他的业务，因此，他的生意全跑了。既然没有生意可做，他就学了凯莫尔的样，也到巴巴多群岛去了，还把印刷厂搬到了那里。在那里，这位学徒雇了他过去的老板当员工。他们经常吵架，哈利的负债越来越多，最后不得不把他的铅字卖掉，回到宾夕法尼亚务农去了。购买印刷厂这些设备的人雇了凯莫尔来使用这些设备，但是几年以后他就死了。

现在，在费城除了多年的老对手勃拉福以外，再也没有人和我竞争了。勃拉福资金充足，生活优裕，只是偶尔雇一些零工做点儿印刷的活，但是他并不非常

post-office, it was imagined he had better opportunities of obtaining news; his paper was thought a better distributer of advertisements than mine, and therefore had many, more, which was a profitable thing to him, and a disadvantage to me; for, tho' I did indeed receive and send papers by the post, yet the publick opinion was otherwise, for what I did send was by bribing the riders, who took them privately, Bradford being unkind enough to forbid it, which occasion'd some resentment on my part; and I thought so meanly of him for it, that, when I afterward came into his situation, I took care never to imitate it.

I had hitherto continu'd to board with Godfrey, who lived in part of my house with his wife and children, and had one side of the shop for his glazier's business, tho' he worked little, being always absorbed in his mathematics. Mrs. Godfrey projected a match for me with a relation's daughter, took opportunities of bringing us often together, till a serious courtship on my part ensu'd, the girl being in herself very deserving. The old folks encourag'd me by continual invitations to supper, and by leaving us together, till at length it was time to explain. Mrs. Godfrey manag'd our little treaty. I let her know that I expected as much money with their daughter as would pay off my remaining debt for the printing-house, which I believe was not

担心生意。因为他管理着邮局，人们认为他有更多的机会优先获得新闻，都以为他的报纸的广告效果要比我的好，因此他的广告比我的多得多，这一点对他很有利，而对我却不利。因为虽然我也从邮局收发报纸，但是公众并不知道，这是因为我是通过贿赂邮局的邮递员才把报纸寄往各地的，而邮递员只能私下里做这些事情，因为勃拉福毫不讲理地禁止他们寄送我的报纸，他的这种做法使我有些恼火，也使我因此而瞧不起他，所以，当我后来达到他的地位管理邮局时，我下决心绝不模仿他的所作所为。

到这时候为止，我一直在高德福莱家搭伙吃饭，他和他的妻子孩子们占用了我房屋的一部分，并且在我的印刷厂的一边开了一家玻璃店，虽然他生意做得很少，因为他沉迷于数学研究。高德福莱太太打算替我和她一个亲戚的女儿做媒，常常找机会让我们见面，到后来我真的对她产生了感情，因为这个女孩本人是很不错的。这些老年人鼓励我，不断地请我去吃饭，让我们两人在一起，到最后该谈婚论嫁了。高德福莱太太替我们传话。我告诉她，我希望能从他们的

then above a hundred pounds. She brought me word they had no such sum to spare; I said they might mortgage their house in the loan–office. The answer to this, after some days, was, that they did not approve the match; that, on inquiry of Bradford, they had been inform'd the printing business was not a profitable one; the types would soon be worn out, and more wanted; that S. Keimer and D. Harry had failed one after the other, and I should probably soon follow them; and, therefore, I was forbidden the house, and the daughter shut up.

Whether this was a real change of sentiment or only artifice, on a supposition of our being too far engaged in affection to retract, and therefore that we should steal a marriage, which would leave them at liberty to give or withhold what they pleas'd, I know not; but I suspected the latter, resented it, and went no more. Mrs. Godfrey brought me afterward some more favorable accounts of their disposition, and would have drawn me on again; but I declared absolutely my resolution to have nothing more to do with that family. This was resented by the Godfreys; we differ'd, and they removed,



富兰克林和李德小姐于1730年结婚

女儿那里获得付清我印刷厂借款余数的钱，我想这笔钱当时不超过100英镑。她给我带来回话说，他们没有这样一笔多余的钱款可以给我；我就说他们可以去银行抵押他们的房子。过了几天，他们对这件事的回答是他们不赞成我们这桩婚事了。他们曾向勃拉福打听过，而勃拉福告诉他们，印刷业并不是一个赚钱的行业，而且铅字很快就会用坏，需要用更多的铅字，凯莫尔和哈利都先后失败了，我大概不久也将步他们的后尘。因此，他们不许我再到他们家去，还把他们的女儿也关了起来。

究竟是不是他们真的改变了主意，或者只是一种诡计，以为我们的感情已经发展到了很深的地步而不能分离，因此我们会私奔，这样他们就可以随意给一些或不给什么嫁资，这我就不知道了。但是，我猜想他们的动机是后者，我对此很生气，就不再去了。高德福莱太太后来告诉我，他们的态度有了好转，还想再让我去他们家；但是我告诉她，我决定不再与那家人有什么来往了。这使得高德福莱全家很生气，我们之间出现了矛盾，他们就搬走了，这样整所房子都归我住，我决定

leaving me the whole house, and I resolved to take no more inmates.

But this affair having turned my thoughts to marriage, I look'd round me and made overtures of acquaintance in other places; but soon found that, the business of a printer being generally thought a poor one, I was not to expect money with a wife, unless with such a one as I should not otherwise think agreeable. In the mean time, that hard-to-be-governed passion of youth hurried me frequently into intrigues with low women that fell in my way, which were attended with some expense and great inconvenience, besides a continual risque to my health by a distemper which of all things I dreaded, though by great good luck I escaped it.

A friendly correspondence as neighbors and old acquaintances had continued between me and Mrs. Read's family, who all had a regard for me from the time of my first lodging in their house. I was often invited there and consulted in their affairs, wherein I sometimes was of service. I piti'd poor Miss Read's unfortunate situation, who was generally dejected, seldom cheerful, and avoided company. I considered my giddiness and inconstancy when in London as in a great degree the cause of her unhappiness, tho' the mother was good enough to think the fault more her own than mine, as she had prevented our marrying before I went thither, and persuaded the

不再招租什么人了。

但是这件事却改变了我的想法，我想结婚了，所以我就向周围观看，到其他地方去找朋友；但是，不久我就发现，因为一般人认为印刷业是一个穷行业，我不能指望从妻子那里得到钱财，除非我和那些不合乎我心意的女人结婚。同时，年轻人那种不易控制的情欲，也常常驱使我与那些偶尔相遇的下流女人发生关系，这不但要花钱，而且非常麻烦，还不断地使我害怕被传染到疾病，虽然侥天之幸，我没有得这种病。

作为邻居和老朋友，我和李德太太全家一直维持着一种友好的通信关系，从我寄住在他们家的第一天起，他们都很尊敬我。他们经常请我过去商量他们的事情，我有时候也能给他们提供一些帮助。我同情可怜的李德小姐的不幸遭遇，她总是无精打采的，很少能高兴，而且不愿意和别人交往。我认为我在伦敦期间的轻浮与变心应当对她的痛苦承担相当大的责任，虽然她母亲很善良地认为她自己的责任要比我的还大，因为她曾经阻止我们在我去英国之前结婚，而且在我出国期间又劝她嫁给了别人。我们俩人的感情又恢复了，但是我们现在要结婚却有许多困难。事实上，她的

other match in my absence. Our mutual affection was revived, but there were now great objections to our union. The match was indeed looked upon as invalid, a preceding wife being said to be living in England; but this could not easily be prov'd, because of the distance; and, tho' there was a report of his death, it was not certain. Then, tho' it should be true, he had left many debts, which his successor might be call'd upon to pay. We ventured, however, over all these difficulties, and I took her to wife, September 1st, 1730. None of the inconveniences happened that we had apprehended, she proved a good and faithful helpmate, assisted me much by attending the shop; we throve together, and have ever mutually endeavored to make each other happy. Thus I corrected that great erratum as well as I could.

About this time, our club meeting, not at a tavern, but in a little room of Mr. Grace's, set apart for that purpose, a proposition was made by me, that, since our books were often referr'd to in our disquisitions upon the queries, it might be convenient to us to have them altogether where we met, that upon occasion they might be consulted; and by thus clubbing our books to a common library, we should, while we lik'd to keep them together, have each of us the advantage of using the books of all the other members, which would be nearly as beneficial as if each owned the whole.

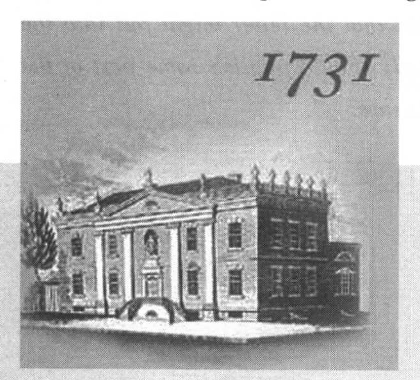
第一次婚姻是无效的，因为据说他的前妻还在英国活着，但是由于距离的关系，这一点不容易证明；而且虽然传说他已经死了，但是这也不能确定。即使这是真的，他留下了许多债务，他的继承人也许得负责还债。不过，我们还是冒着这些风险，在 1730 年 9 月 1 日结婚了。我们意料之中的那些麻烦一件也没有发生，她是一个善良而忠实的伴侣，帮了我很大的忙照看印刷厂，我们在一起兴旺起来了，我们一直总是努力相互安慰体贴。这样，我总算是尽可能地改正了那一大过错。

大概在这时候，我们社团的聚会不再在酒馆召开了，而是改在格莱斯家的一间小房间里，这间屋子是特别留作这一用途的。我提议，既然我们在讨论论文时常常要引证我们的书本内容，如果把我们的书集中在一起，放在我们聚会的地方，或许对我们会更便利，在需要的时候我们可以参考。这样，我们的书都集中放在一个共同的藏书室，只要我们愿意把它们放在一起，我们每个人就有机会利用其他成员的书了，而这么做几乎像每个人拥有全部的书一样有益。这个提议得到了大家的喜欢和赞同。这样，我们就把我们一时不用的书放在房间的一端。这些书并没有像我们所预料的

It was lik'd and agreed to, and we fill'd one end of the room with such books as we could best spare. The number was not so great as we expected; and tho' they had been of great use, yet some inconveniences occurring for want of due care of them, the collection, after about a year, was separated, and each took his books home again.

And now I set on foot my first project of a public nature, that for a subscription library. I drew up the proposals, got them put into form by our great scrivener, Brockden, and, by the help of my friends in the Junto, procured fifty subscribers of forty shillings each to begin with, and ten shillings a year for fifty years, the term our company was to continue.

We afterwards obtain'd a charter, the company being increased to one hundred: this was the mother of all the North American subscription libraries, now so numerous. It is become a great thing itself, and continually increasing. These libraries have improved the general conversation of the Americans, made the common tradesmen and farmers as intelligent as most gentlemen from other countries, and perhaps have contributed in some degree to the stand so generally made throughout the colonies in defense of their privileges.



由富兰克林提议成立的图书馆，它是北美订阅图书馆的鼻祖

那么多；而且虽然放在一起有很大的便利，但是由于没有人对这些书进行应有的保管，也产生了一些不便，所以大约在一年以后，这些书又分散了，大家把各自的书拿回家了。

这时，我开始提出我的第一个公共性质的计划，就是建立一个订阅图书馆的计划。我起草了提案，请我们的大律师勃劳克田把它写成适当的格式，通过我在共读社的朋友的帮助，我们一开始就获得了 50 个订阅客户，每个人开始时出 40 先令，以后 50 年每年出 10 先令——这 50 年正好是我们公司存在的期限。

当订阅人数后来增加到 100 人时，我们取得了一份执照，这就是所有北美订阅图书馆的鼻祖，现在它们非常普遍了。这种图书馆本身已经成为一项伟大的事业，而且还在持续不断地增加。这些图书馆改善了美洲人的日常谈话，使得普通工人和农民变得像其他国家大多数绅士那样聪明，并且或许在某种程度上帮助了在殖民地各地普遍展开的保卫他们的权利的斗争。



Chapter 6

Memo. Thus far was written with the intention express'd in the beginning and therefore contains several little family anecdotes of no importance to others. What follows was written many years after in compliance with the advice contain'd in these letters, and accordingly intended for the public. The affairs of the Revolution occasion'd the interruption.

Letter from Mr. Abel James, with Notes of my Life
(received in Paris).

"MY DEAR AND HONORED FRIEND: I have often been desirous of writing to thee, but could not be reconciled to the thought that the letter might fall into the hands of the British, lest some printer or busy-body should publish some part of the contents, and give our friend pain, and myself censure.

第6章

备注:上面的叙述是按照本文开始时所表达的意图而写成的,因此其中包括某些对他人无关紧要的家庭琐事。下半部则是在许多年以后,根据下面几封信提出来的意见而写成的,因此是为公众而写的。独立革命的工作使得叙述中断了。

艾贝尔·詹姆斯先生的信,附我的自传摘录
(收于巴黎)

我敬爱的朋友:

我常常想给您写信,但是又害怕信会落入英国人手中,我怕万一有印刷商人或好事之徒将信件的部分内容公布出去,将会使我的朋友您痛苦,而使我自己受到他人的非难。

"Some time since there fell into my hands, to my great joy, about twenty-three sheets in thy own handwriting, containing an account of the parentage and life of thyself, directed to thy son, ending in the year 1730, with which there were notes, likewise in thy writing; a copy of which I inclose, in hopes it may be a means, if thou continued it up to a later period, that the first and latter part may be put together; and if it is not yet continued, I hope thee will not delay it.

"Life is uncertain, as the preacher tells us; and what will the world say if kind, humane, and benevolent Ben. Franklin should leave his friends and the world deprived of so pleasing and profitable a work; a work which would be useful and entertaining not only to a few, but to millions? The influence writings under that class have on the minds of youth is very great, and has nowhere appeared to me so plain, as in our public friend's journals. It almost insensibly leads the youth into the resolution of endeavoring to become as good and eminent as the journalist. Should thine, for instance, when published (and I think it could not fail of it), lead the youth to equal the industry and temperance of thy early youth, what a blessing with that class would such a work be! I know of no character living, nor many of them put together, who has so much in his power as thyself to promote a greater spirit of industry

不久以前,我非常高兴地获得了您的手稿,大约有23张,它们是寄给您的儿子的,其中叙述了您的出身以及您的生平,直到1730年为止;里面还附有摘录,也是您的手稿。我把摘录誊写了一份,随函奉上。如果您以后继续写下去的话,我希望这份手稿能够帮助您把第一部分和后面一部分连接起来;假如您至今还没有继续动笔的话,我希望您不要再耽误了。

根据传教士所说的,"人生变幻莫测。"万一亲切厚道而又仁慈的本杰明·富兰克林一旦与世长辞,以至于让世界失去这样一部令人感兴趣而又大有裨益的作品,一部不但对少数人、而且对千百万人既有用又有趣的作品,那么世人将会说什么呢? 这类作品对于年轻人的思想影响是巨大的,依我看来,在我们公众领袖的日记中,这种感召力尤其明显。它几乎不知不觉地引导着年轻人决心努力成为一个像作者一样善良而优秀的人。比方说,如果您的传记发表的话(我想它一定会发表的),引导年轻人模仿您早年的勤恳和节制,那么这样一部作品将是多么的有益呀! 我还找不到一个人,或者是许多人联合起来,能够像您这样有影响地促进美国青年对勤勉精神和早期对尽职、俭朴和节制的注意。我并不是说这

and early attention to business, frugality, and temperance with the American youth. Not that I think the work would have no other merit and use in the world, far from it; but the first is of such vast importance that I know nothing that can equal it."

The foregoing letter and the minutes accompanying it being shown to a friend, I received from him the following:

Letter from Mr. Benjamin Vaughan.

"PARIS, January 31, 1783.

"My DEAREST SIR: When I had read over your sheets of minutes of the principal incidents of your life, recovered for you by your Quaker acquaintance, I told you I would send you a letter expressing my reasons why I thought it would be useful to complete and publish it as he desired. Various concerns have for some time past prevented this letter being written, and I do not know whether it was worth any expectation; happening to be at leisure, however, at present, I shall by writing, at

《穷理查历书》

本自传没有其他的优点和其他在人世间的用处，事实远远不是这样；但是，这第一个用处是那么的重要，我还想不出能有什么东西可与它相提并论的。

我把上面这封信和它的附件记录给一个朋友看了以后，我收到了他下面这封信。

本杰明·沃恩先生的信

（1783年1月31日，写于巴黎）

我最亲爱的先生：

当我读完了您的教友会友人替您找到的记载了您一生中主要事迹的笔记以后，我曾告诉过您，我将给您写一封信来说明我的理由，为什么我认为假如您能依照他的要求而把它写完，并且发表出来，那将是一件有益的事。我过去因为各种俗务缠身而没有时间来写这封信，而且我也不知道这封信是否值得对它寄予任何期望；但是，我目前碰巧有空，我将把它写出来，至少可以使我自己感到有兴

least interest and instruct myself; but as the terms I am inclined to use may tend to offend a person of your manners, I shall only tell you how I would address any other person, who was as good and as great as yourself, but less diffident.

"I would say to him, Sir, I solicit the history of your life from the following motives: Your history is so remarkable, that if you do not give it, somebody else will certainly give it; and perhaps so as nearly to do as much harm, as your own management of the thing might do good. It will moreover present a table of the internal circumstances of your country, which will very much tend to invite to it settlers of virtuous and manly minds. And considering the eagerness with which such information is sought by them, and the extent of your reputation, I do not know of a more efficacious advertisement than your biography would give. All that has happened to you is also connected with the detail of the manners and situation of a rising people; and in this respect I do not think that the writings of Caesar and Tacitus can be more interesting to a true judge of human nature and society. But these, sir, are small reasons, in my opinion, compared with the chance which your life will give for the forming of future great men; and in conjunction with your Art of Virtue (which you design to publish) of improving the features of private character,

趣,并且获得教益。但是,由于我的措辞或许会冒犯像您这样的人,所以我将只告诉您,假如我是对另外一个像您一样善良而伟大,但是却不像您那样谦逊的人写信的话,我将会说什么。

我将对他说:先生,我恳请您发表您的自传,其理由如下:您的一生是如此的与众不同,假如您自己不写,别人则一定会写的;与其由别人来写而造成许多危害,还不如由您自己来做这件事而有益得多。而且您的自传能够介绍贵国内部更多的情况,它一定会吸引善良而勇敢的人们移居到贵国来。考虑到这些移民对于这种报道的迫切需要,考虑到您的声望,我想不出比您的自传更有效的广告来了。在您身上所发生的一切,也是与一个蒸蒸日上的民族的一切风土人情和情况分不开的。从这个角度来看,我认为您的自传对于一位真正研究风土人情和人类社会的学者说来,其重要性不亚于恺撒和塔西佗的著作。但是,先生,在我看来,这些理由如果和您的自传对于未来伟大人物的形成,以及与您打算发表的《道德的艺术》对私人道德的改善,因而对公众和家庭幸福的促进可能产生的影响相比的话,都是微不足道的。上述两部作品,先生,特别会成为自学的崇高法则和榜

and consequently of aiding all happiness, both public and domestic. The two works I allude to, sir, will in particular give a noble rule and example of self-education. School and other education constantly proceed upon false principles, and show a clumsy apparatus pointed at a false mark; but your apparatus is simple, and the mark a true one; and while parents and young persons are left destitute of other just means of estimating and becoming prepared for a reasonable course in life, your discovery that the thing is in many a man's private power, will be invaluable! Influence upon the private character, late in life, is not only an influence late in life, but a weak influence. It is in youth that we plant our chief habits and prejudices; it is in youth that we take our party as to profession, pursuits and matrimony. In youth, therefore, the turn is given; in youth the education even of the next generation is given; in youth the private and public character is determined; and the term of life extending but from youth to age, life ought to begin well from youth, and more especially before we take our party as to our principal objects.

"But your biography will not merely teach self-education, but the education of a wise man; and the wisest man will receive lights and improve his progress, by seeing detailed the conduct of another wise man. And why are weaker men to be

样。学校教育和其他教育制度常常按照不正确的原则来教学，展现的是一套指向错误目标的笨拙方法。但是，您的方法既简单，目标又正确。正当家长们和年轻人因为找不到其他恰当的方法而感到迷茫，不知道如何估计和准备未来人生中合理的道路方向时，您发现了主要的东西是许多人的力量所能做到的。这一发现是多么珍贵呀！影响一个人后期的个人品德，不但为时已晚，而且效果甚微。我们是在青年时期形成我们主要的习惯和好恶，我们是在青年时期选择我们的工作、职业和配偶；因此，青年时期是一个转折点；在青年时期，甚至形成了下一代的教育；在青年时期，形成了一个人的私德和公德。由于人的一生只限于从青年到晚年这一时期，所以我们应该好好地从青年时期开始，尤其是在我们决定我们的主要目标之前。

但是，您的自传不仅仅能教人自学，而且还能教人如何成为一个智者。即使是最明智的人，在看到了另一位智者的详细报道之后，也能获得智慧，并促进自己的进步。我们看到，我们人类从远古以来就一直在黑暗中摸索，在这方面几乎连一个指路人都没有，那为什么处境较弱的人就应当被剥夺这种帮

deprived of such helps, when we see our race has been blundering on in the dark, almost without a guide in this particular, from the farthest trace of time?

"Show then, sir, how much is to be done, both to sons and fathers; and invite all wise men to become like yourself, and other men to become wise. When we see how cruel statesmen and warriors can be to the human race, and how absurd distinguished men can be to their acquaintance, it will be instructive to observe the instances multiply of pacific, acquiescing manners; and to find how compatible it is to be great and domestic, enviable and yet good-humored.

"The little private incidents which you will also have to relate, will have considerable use, as we want, above all things, rules of prudence in ordinary affairs; and it will be curious to see how you have acted in these. It will be so far a sort of key to life, and explain many things that all men ought to have once explained to them, to give, them a chance of becoming wise by foresight.

"The nearest thing to having experience of one's own, is to have other people's affairs brought before us in a shape that is interesting; this is sure to happen from your pen; our affairs and management will have an air of simplicity or importance that will not fail to strike; and I am convinced you have conducted them with as

助,而远离时代的脚步呢?

因此,先生,请把那些应当要做的事指示给儿子们和父亲们看,帮助一切智者成为像您自己一样的人,也帮助其他人成为明智之士。当我们看到那些政治家和军人变得对人类多么的残酷,那些著名人士又是多么的违情悖理地对待他们的朋友时,如果能看到祥和顺服的风气增长,能看到伟大和善于治家、令人羡妒的品德与和蔼可亲的作风能够共存一身,则将是有益的。

你必然也要叙述那些琐碎的私人事件,它们也将大有用处,因为我们最需要的,就是有关日常生活中待人接物的准则,所以会很想看您是如何处理这些日常事务的。在这些事情上,这本自传将成为一种生活指南,给人们解释许多早就应该有人向他们解释的问题,使他们有机会成为有远见的、明智的人。

与某人亲身经历最相近的,就是阅读用饶有趣味的风格写成的别人的经历。您的笔调必然会引人入胜。我们的事情和我们待人处事的方法,会使人有一种简单平易之感,或者会令人深刻地认识到这种处世方法的重要性。我深信,您在叙述这些事情时会独具匠心,就像您主持政治或哲学讨论一样;假如我们考虑到生

much originality as if you had been conducting discussions in politics or philosophy; and what more worthy of experiments and system (its importance and its errors considered) than human life?

"Some men have been virtuous blindly, others have speculated fantastically, and others have been shrewd to bad purposes; but you, sir, I am sure, will give under your hand, nothing but what is at the same moment, wise, practical and good, your account of yourself (for I suppose the parallel I am drawing for Dr. Franklin, will hold not only in point of character, but of private history) will show that you are ashamed of no origin; a thing the more important, as you prove how little necessary all origin is to happiness, virtue, or greatness. As no end likewise happens without a means, so we shall find, sir, that even you yourself framed a plan by which you became considerable; but at the same time we may see that though the event is flattering,the means are as simple as wisdom could make them;that is, depending upon nature, virtue, thought and habit.

"Another thing demonstrated will be the propriety of everyman's waiting for his time for appearing upon the stage of the world. Our sensations being very much fixed to the moment, we are apt to forget that more moments are to follow the first,

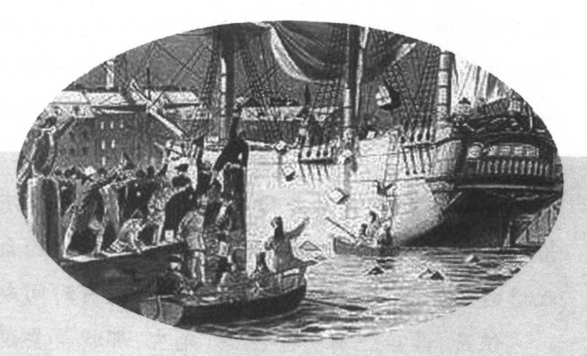
命的重要性和生命中的过失的话，还有什么东西比人生更值得加以试验和规律化呢？

有些人是盲目地善良，有些人是胡乱地猜测，而另外还有些人则是别有用心的险恶；但是您，先生，我深信，您所写的东西，必然是明智、实用和善良兼备的。您关于自己的传记(因为我想我正在描述的这个与富兰克林博士相似的人，不但在品德方面与您相似，而且在个人经历方面也是如此)将会表明，您不以出身为耻；这一点尤其重要，由于您证明了高贵的出身对于快乐、美德或伟大是多么的不必要。但是，要想达到一个目的，也不能没有具体的方法，所以我们将会看到，先生，连您自己也制定了一个使您成为要人的方案；但是同时我们也可以看到，虽然这个结局是美好的，但实现这项计划的手段却是人类智慧所能设想的最简单的，那就是——依靠本性、美德、思考和习惯。

在自传中得到证明的另一点是，每个人都应当等待适当的时机，登上世界的舞台。由于我们的感觉主要集中于目前，所以我们往往容易忘记来日方长，而且一个人应当安排好他的行动，以适应整个一生。您的成功看来应当归功于您的一

and consequently that man should arrange his conduct so as to suit the whole of a life. Your attribution appears to have been applied to your life, and the passing moments of it have been enlivened with content and enjoyment instead of being tormented with foolish impatience or regrets. Such a conduct is easy for those who make virtue and themselves in countenance by examples of other truly great men, of whom patience is so often the characteristic.

"Your Quaker correspondent, sir (for here again I will suppose the subject of my letter resembling Dr. Franklin), praised your frugality, diligence and temperance, which he considered as a pattern for all youth; but it is singular that he should have forgotten your modesty and your disinterestedness, without which you never could have waited for your advancement, or found your situation in the mean time comfortable; which is a strong lesson to show the poverty of glory and the importance of regulating our minds. If this correspondent had known the nature of your reputation as well as I do, he would have said, Your former writings and measures would secure attention to your Biography, and Art of Virtue; and your Biography and Art of Virtue, in return,


富兰克林参加波士顿茶话会

生，您使得您生命中眨眼即逝的片刻时间充满了知足和快乐，因而使它显得生动活泼，而不是使它因为愚蠢的急躁或懊悔而备受折磨。这种为人之道，对于那些仿效真正伟大的人物来增进自己修养的人，是容易做到的，因为忍耐往往就是这些伟人的特色。

您的教友会的通信者，先生(因为在这里，我又假定我信中的主人翁与富兰克林博士相似)，赞扬了您的朴实、勤劳和克制，他认为这些足以成为所有青年的榜样。但奇怪的是，他竟然忘记了您的谦逊和大公无私。假如没有这些品德，您绝对不可能耐心地等待发迹的机会，同时也不可能处之泰然。这是一个强有力的教训，说明了荣誉的虚无和控制我们思想的重要性。如果这位通信者能够像我这样了解您的声誉的性质，他就会说，您以前所写的论文和您提出来的议案，将会使人们注意到您的自传和《道德的艺术》；反过来，您的自传和《道德的艺术》将会

would secure attention to them. This is an advantage attendant upon a various character, and which brings all that belongs to it into greater play; and it is the more useful, as perhaps more persons are at a loss for the means of improving their minds and characters, than they are for the time or the inclination to do it.

"But there is one concluding reflection, sir, that will shew the use of your life as a mere piece of biography. This style of writing seems a little gone out of vogue, and yet it is a very useful one; and your specimen of it may be particularly serviceable, as it will make a subject of comparison with the lives of various public cutthroats and intriguers, and with absurd monastic self-tormentors or vain literary triflers. If it encourages more writings of the same kind with your own, and induces more men to spend lives fit to be written, it will be worth all Plutarch's Lives put together.

"But being tired of figuring to myself a character of which every feature suits only one man in the world, without giving him the praise of it, I shall end my letter, my dear Dr. Franklin, with a personal application to your proper self. I am earnestly desirous, then, my dear sir, that you should let the world into the traits of your genuine character, as civil broils nay otherwise tend to disguise or traduce it. Considering your great age,

使人们注意到您的论文和议案。这就是一个具有多样化美德的人的优点，这种身份更能充分地利用它所包含的一切；而且您的自传将更加有用，因为不知道如何改进自己的思想和品德的人，或许比没有时间或志趣去从事这种工作的人要多。

但是，最后还有一个感想，先生，那就是要说明作为一篇传记，您的生活经历将会有什么用途。这种自传体现在好像有点不时髦了，但它是非常有用的一种。您的范本也许特别有用，因为它可以用来与社会上各种知名的暴徒和阴谋家的传记比较，也可以用来与那些荒谬的僧院式苦行者或自以为了不起的无聊文人的传记相比。如果您的自传能够鼓励人们写出更多的这类作品来，并且引导更多的人，使他们的行为能适合写入传记，那么其价值将等于把普鲁塔克所有的传记合在一起的价值。

但是，因为我已经厌倦于想像这样的一个人，他的每一个特点只能适合于这个世界上的某一个人，而且这种特点也不能使我们对他进行歌颂。我将在结束这封信之前，我亲爱的富兰克林博士，向您本人提出一个我个人的要求：我恳切地希望，我亲爱的先生，您应该让世人了解您真实个性的特点，因为政治上的争论

the caution of your character, and your peculiar style of thinking, it is not likely that any one besides yourself can be sufficiently master of the facts of your life, or the intentions of your mind. Besides all this, the immense revolution of the present period, will necessarily turn our attention towards the author of it, and when virtuous principles have been pretended in it, it will be highly important to shew that such have really influenced; and, as your own character will be the principal one to receive a scrutiny, it is proper (even for its effects upon your vast and rising country, as well as upon England and upon Europe) that it should stand respectable and eternal. For the furtherance of human happiness, I have always maintained that it is necessary to prove that man is not even at present a vicious and detestable animal; and still more to prove that good management may greatly amend him; and it is for much the same reason, that I am anxious to see the opinion established, that there are fair characters existing among the individuals of the race; for the moment that all men, without exception, shall be conceived abandoned, good people will cease efforts deemed to be hopeless, and perhaps think of taking their share in the scramble of life, or at least of making it comfortable principally for themselves.

"Take then, my dear sir, this work most speedily into hand: shew yourself good

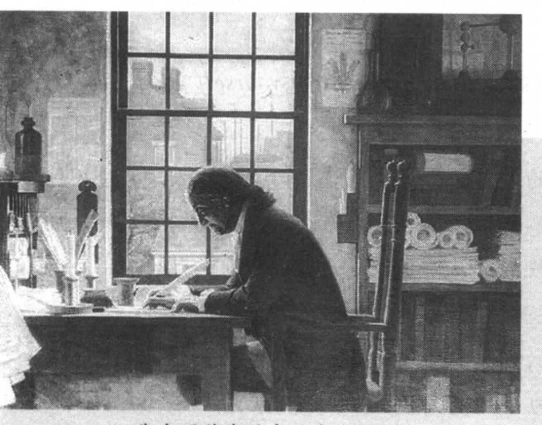
或许会掩盖或诋毁您的本来面目。考虑到您的高龄，您生性的谨慎小心，以及您思考事物的特殊风格，除了您自己以外，大概不可能有人能对您的一生或是对您的思想动机有充分的了解。除此之外，目前阶段的巨大革命将必然使我们的注意力转向革命的首创者，因为在革命中提出了某些道德原则，那么指出这些原则如何真正地影响了革命就变得十分重要了；而且，因为您自己的品德将是接受彻底检查的主要对象，您的品行就应当是(即使是为了对您那巨大的日益繁荣的国家和对英国及欧洲的影响)循规蹈矩和流芳百世的。为了增进人类的幸福，我总认为，我们不仅有必要证明人类目前是一种品行恶劣而令人厌恶的动物；而且更有必要证明，正确地处理人生，将能大大地改变人的本性。为了类似的理由，我很想使大家看到，人类社会中的个别人还是具有高尚品德的，因为一旦我们认为所有人毫无例外都是不可救药的，那么善良的人们将会放弃被认为是毫无用处的努力，而或许只想着在人间的纷争中获得他们的利益，或是至少主要使他们自己过得舒适一些。

那么，我亲爱的先生，赶紧动手写吧——要显示出和您本来一样的善良，要

as you are good; temperate as you are temperate; and above all things, prove yourself as one, who from your infancy have loved justice, liberty and concord, in a way that has made it natural and consistent for you to have acted, as we have seen you act in the last seventeen years of your life. Let Englishmen be made not only to respect, but even to love you. When they think well of individuals in your native country, they will go nearer to thinking well of your country; and when your countrymen see themselves well thought of by Englishmen, they will go nearer to thinking well of England. Extend your views even further; do not stop at those who speak the English tongue, but after having settled so many points in nature and politics, think of bettering the whole race of men.

"As I have not read any part of the life in question, but know only the character that lived it, I write somewhat at hazard. I am sure, however, that the life and the treatise I allude to (on the Art of Virtue) will necessarily fulfil the chief of my expectations; and still more so if you take up the measure of suiting these performances to the several views above stated.

"Should they even prove unsuccessful in all that a sanguine admirer of yours hopes from



勤奋写作中的富兰克林

显示出和您本来一样的稳健;最重要的是,要证明您自己是一个从小就热爱正义、自由与和谐的人,正是这种信仰,使您自然而一贯地像我们所看到的您最近17年的行事一样。希望您不但让英国人尊敬您,而且甚至爱慕您。当英国人尊敬贵国的个别国民时,他们也就会逐渐尊敬贵国了;当贵国人民看到他们自己受到英国人的尊敬时,他们也就会逐渐看得起英国了。甚至将您的目光放得更远一些,不要只停留在说英语的民族身上;当您在解决了关于人性和政治的这么多问题以后,就应当思考改进整个人类了。

由于我未曾读过这部自传的任何部分,而只认识自传的主人翁,所以我就胡乱地写了一些。但是我相信,我提及的自传和关于"道德的艺术"的论文,必然会满足我的主要期望;而如果您能采纳上述这些意见的话,那就更符合我的期望了。

或者即使这些作品不能满足您的热烈的赞扬者所寄予的期望,但您至少

them, you will at least have framed pieces to interest the human mind; and whoever gives a feeling of pleasure that is innocent to man, has added so much to the fair side of a life otherwise too much darkened by anxiety and too much injured by pain. In the hope, therefore, that you will listen to the prayer addressed to you in this letter, I beg to subscribe myself, my dearest sir, etc., etc.,

"Signed, BENJ. VAUGHAN."

Continuation of the Account of my Life, begun at Passy, near Paris, 1784.

It is some time since I receiv'd the above letters, but I have been too busy till now to think of complying with the request they contain. It might, too, be much better done if I were at home among my papers, which would aid my memory, and help to ascertain dates; but my return being uncertain and having just now a little leisure, I will endeavor to recollect and write what I can; if I live to get home, it may there be corrected and improv'd.

Not having any copy here of what is already written, I know not whether an account is given of the means I used to establish the Philadelphia public library, which, from a small beginning, is now become so considerable, though I remember

已经写出了两部有趣的作品。无论是谁,只要能够给人们一种纯洁的快感,那他就大大增进了人生的幸福,而人的一生本来就因为太多的焦虑和痛苦而变得黑暗和不幸。因此,我希望您能倾听我在信中提出的恳求,我亲爱的先生,此致敬礼。

本杰明·沃恩(签名)

自传续篇

(1784年开始写于巴黎近郊帕西)

我接到上面两封信已经好长时间了,但是在这以前,我一直太忙而没工夫来满足信中所提出的要求。同时,假如我在家里写的话,有我的笔记帮助我记忆,帮助我确定事件的日期,那么写起来就方便多了。但是我的归期还不确定,目前稍微有点儿空闲,我将尽我所能地努力回忆和写作;假如我能活着回到故乡,那时我可以进行更正和修改。

因为我这里没有已经写好的上半部的任何稿子,我不记得是否已经叙述过我创办费城公共图书馆时所用的办法。这种图书馆起初规模很小,现在却相当庞

to have come down to near the time of that transaction (1730). I will therefore begin here with an account of it, which may be struck out if found to have been already given.

At the time I establish'd myself in Pennsylvania, there was not a good bookseller's shop in any of the colonies to the southward of Boston. In New York and Philad'a the printers were indeed stationers; they sold only paper, etc., almanacs, ballads, and a few common school-books. Those who lov'd reading were oblig'd to send for their books from England; the members of the Junto had each a few. We had left the alehouse, where we first met, and hired a room to hold our club in. I propos'd that we should all of us bring our books to that room, where they would not only be ready to consult in our conferences, but become a common benefit, each of us being at liberty to borrow such as he wish'd to read at home. This was accordingly done, and for some time contented us.

Finding the advantage of this little collection, I propos'd to render the benefit from books more common, by commencing a public subscription library. I drew a sketch of the plan and rules that would be necessary, and got a skilful conveyancer, Mr. Charles Brockden, to put the whole in form of articles of agreement to be

大，虽然我记得我已经讲到了接近创办图书馆的时期(1730年)了。所以，我在这里将从这一点讲起，如果以后发现已经讲过了，可以把它删去。

我在宾夕法尼亚自己开业时，在波士顿以南的各殖民地还没有一家好书店。在纽约和费城的印刷厂的确兼营文具商的业务，但是他们只销售纸张之类、历书、民歌和一些普通的学校教材。那些喜欢读书的人只能从英国订购他们的书。共读社的成员们各人都有几本书。我们起初是在一家酒店聚会，后来我们离开了那个地方，租了一间房间，把我们的共读社设在那里。我提议我们大家应当把我们的书都放到那个房间来，这样不但开会时便于参考，而且对大家都有利，每个人都可以根据他的兴趣，把书借回家去看。我们就这样照着做了，而且有一段时间我们也感到满意。

在发现这个小藏书室的优点后，我就提议建立一个公共订阅图书馆，来推广读书的好处。我起草了一项计划，拟定了一些必要的章程，并请来一个熟悉业务的公证人查尔斯·勃劳克田先生，把全文写成了订阅合同条款的形式。按照合同，每一个订阅客户要为第一批购买的书付一笔费用，以后每年付一定数目的会费

subscribed, by which each subscriber engag'd to pay a certain sum down for the first purchase of books, and an annual contribution for increasing them. So few were the readers at that time in Philadelphia, and the majority of us so poor, that I was not able, with great industry, to find more than fifty persons, mostly young tradesmen, willing to pay down for this purpose forty shillings each, and ten shillings per annum. On this little fund we began. The books were imported; the library wag opened one day in the week for lending to the subscribers, on their promissory notes to pay double the value if not duly returned.

The institution soon manifested its utility, was imitated by other towns, and in other provinces. The libraries were augmented by donations; reading became fashionable; and our people, having no publick amusements to divert their attention from study, became better acquainted with books, and in a few years were observ'd by strangers to be better instructed and more intelligent than people of the same rank generally are in other countries.

When we were about to sign the above-mentioned articles, which were to be binding upon



生意忙碌的富兰克林

来添置图书。当时在费城读书的人是如此的少，而我们又大多数很穷，我尽了最大的努力，也只不过找到了50人，大多数是年轻的生意人，他们每人愿意为此而先付40先令，以后每人每年付10先令。我们就靠这么一点儿资金开始了。书买来了，图书馆每周开一天，向订阅者办理借阅手续，他们要签署凭证，同意假如不能按时还书，就得加倍偿还。

这种图书馆不久就显示出它的作用来，其他一些州的城镇也仿效行事。这些图书馆在获得私人捐款后，规模有所扩大，读书成了一种时尚。由于我们的人民没有公共娱乐来转移他们对读书的兴趣，所以他们对读书比较热爱。几年以后，根据外国人的观察，他们的文化水平和智力与其他国家同一阶层的一般人相比，要更好一些。

我们准备签署上述订阅条款了，这份合同条款以50年为期限，对于我们本

us, our heirs, etc., for fifty years, Mr. Brockden, the scrivener, said to us, "You are young men, but it is scarcely probable that any of you will live to see the expiration of the term fix'd in the instrument." A number of us, however, are yet living; but the instrument was after a few years rendered null by a charter that incorporated and gave perpetuity to the company.

The objections and reluctances I met with in soliciting the subscriptions, made me soon feel the impropriety of presenting one's self as the proposer of any useful project, that might be suppos'd to raise one's reputation in the smallest degree above that of one's neighbors, when one has need of their assistance to accomplish that project. I therefore put myself as much as I could out of sight, and stated it as a scheme of a number of friends, who had requested me to go about and propose it to such as they thought lovers of reading. In this way my affair went on more smoothly, and I ever after practis'd it on such occasions; and, from my frequent successes, can heartily recommend it. The present little sacrifice of your vanity will afterwards be amply repaid. If it remains a while uncertain to whom the merit belongs, some one more vain than yourself will be encouraged to claim it, and then even envy will be disposed to do you justice by plucking those assumed feathers,

人和我们的后代等都有约束力。当时的公证人勃劳克田先生对我们说:"你们都是青年人,但是你们当中不大可能有人能活到这份合同期满的日子。"我们当中有几个人至今还活着,但是那份合同过了几年就被一张特许状宣布为无效,同时这个订阅图书馆也改组成为一个永久性的公司了。

我在邀请人们参加订阅图书馆时所遇到的反对和抗拒,不久就使我想到,当一个有用的计划可能被认为会稍稍增加一个人的名誉,使其高出他的邻居,而他又需要别人的赞助来完成这项计划时,就最好不要宣称自己就是这项计划的提议者。因此,我尽可能把自己隐藏起来,说这是几个友人的计划,他们让我去走访那些被认为是爱好读书的人,并向他们提出这项计划。通过这种方法,我的事情就顺利多了;以后在这种情况下,我也总是这样做。由于其效果良好,我可以衷心地推荐这个方法。你目前牺牲了一点点虚荣,但是你以后可以得到巨大的回报。如果一时还不能确定功劳应属于谁,有些比你更爱慕虚荣的人就会站出来,自称是他的功劳,那时即使是忌妒也会为你主持公道的,它会拔掉那些邀功领赏者的

and restoring them to their right owner.

This library afforded me the means of improvement by constant study, for which I set apart an hour or two each day, and thus repair'd in some degree the loss of the learned education my father once intended for me. Reading was the only amusement I allow'd myself. I spent no time in taverns, games, or frolicks of any kind; and my industry in my business continu'd as indefatigable as it was necessary. I was indebted for my printing-house; I had a young family coming on to be educated, and I had to contend with for business two printers, who were established in the place before me. My circumstances, however, grew daily easier.

My original habits of frugality continuing, and my father having, among his instructions to me when a boy, frequently repeated a proverb of Solomon, "Seest thou a man diligent in his calling, he shall stand before kings, he shall not stand before mean men." I from thenc e considered industry as a means of obtaining wealth and distinction, which encourag'd me, tho' I did not think that I should ever literally stand before kings, which, however, has since happened; for I have stood before five, and even had the honor of sitting down with one, the King of Denmark, to dinner.

羽毛，把它们送还给它们的合法主人。

这个图书馆给了我一个通过不断学习来提高自己的机会，我每天都要拿出一两个小时来读书，这就在某种程度上弥补了我没有受过高等教育的不足——我父亲曾有意让我接受这种高等教育。读书是我允许自己享受的唯一的娱乐。我从不去酒馆、赌场或任何其他娱乐场所消磨时间，我在业务上继续勤勤恳恳、辛辛苦苦地工作，因为这是必要的。我的印刷厂欠的债还没有还清，我家里有一个孩子即将上学了，在业务上我还必须和两家印刷厂竞争，他们在我之前就在本地开业了；虽然如此，我的处境逐渐好转了。

我原先节俭朴素的习惯仍然保持着。在我父亲对我童年时期的教诲中，他常常重复一句所罗门的箴言："假如一个人能够勤勉从事，他将站在君王面前，而不会站在普通人面前。"因此，我认为勤勉是获得财富和名誉的一种手段。这种信仰鼓励了我，虽然我从来没有想到我会真正站在君王们面前；但是，这一点真的已经实现了，因为我曾经站在了5位国王面前，甚至还曾有幸陪同一位国王就餐，那就是和丹麦国王。

We have an English proverb that says, "He that would thrive, must ask his wife." It was lucky for me that I had one as much dispos'd to industry and frugality as myself. She assisted me cheerfully in my business, folding and stitching pamphlets, tending shop, purchasing old linen rags for the papermakers, etc., etc. We kept no idle servants, our table was plain and simple, our furniture of the cheapest. For instance, my breakfast was a long time bread and milk (no tea), and I ate it out of a twopenny earthen porringer, with a pewter spoon. But mark how luxury will enter families, and make a progress, in spite of principle: being call'd one morning to breakfast, I found it in a China bowl, with a spoon of silver! They had been bought for me without my knowledge by my wife, and had cost her the enormous sum of three-and-twenty shillings, for which she had no other excuse or apology to make, but that she thought her husband deserv'd a silver spoon and China bowl as well as any of his neighbors. This was the first appearance of plate and China in our house, which afterward, in a course of years, as our wealth increas'd, augmented gradually to several hundred pounds in value.

I had been religiously educated as a Presbyterian; and tho' some of the dogmas of that persuasion, such as the eternal decrees of God, election, reprobation, etc.,

我们有一句英国谚语说："一个人若想发达，就得向他的妻子请教。"对我来说幸运的是，我有一个愿意像我一样勤俭地生活的妻子。她愉快地帮助我处理业务，折叠和装订小册子，照料店铺，替造纸商人收购破布，等等。我们没有雇用闲着无事的仆人，我们的伙食简单而朴素，我们的家具是最便宜的。举例来说，我的早餐在很长一段时期内只有面包和牛奶(我不喝茶)，用的是一只价值两便士的陶制粥碗和一个锡制的勺子。但是请注意，尽管你在原则上反对，奢侈还是会侵入家庭，并且继续滋长：一天早晨，我被叫去吃早餐，发现盛早餐的是一个瓷碗，还有一个银勺！这些东西是我妻子瞒着我给我买的，一共花了她23先令的巨款，对此她并没有其他的借口或辩解，而只是说她认为她的丈夫也应该像他的邻居们一样，拥有一个银勺和一只瓷碗。这是银器、瓷器第一次出现在我们家，此后的许多年中，随着我们的财富逐渐增加，我家的这类器具也逐渐增加，达到了价值几百英镑的总数。

我在宗教方面从小就接受长老会的教育；虽然长老会的某些教条，例如上帝的永恒判决、上帝的选拔、上帝的定罪等等，我听起来有点儿不知所云，其他的一

appeared to me unintelligible, others doubtful, and I early absented myself from the public assemblies of the sect, Sunday being my studying day, I never was without some religious principles. I never doubted, for instance, the existence of the Deity; that he made the world, and govern'd it by his Providence; that the most acceptable service of God was the doing good to man; that our souls are immortal; and that all crime will be punished, and virtue rewarded, either here or hereafter. These I esteem'd the essentials of every religion; and, being to be found in all the religions we had in our country, I respected them all, tho' with different degrees of respect, as I found them more or less mix'd with other articles, which, without any tendency to inspire, promote, or confirm morality, serv'd principally to divide us, and make us unfriendly to one another. This respect to all, with an opinion that the worst had some good effects, induc'd me to avoid all discourse that might tend to lessen the good opinion another might have of his own religion; and as our province increas'd in people, and new places of worship were continually wanted, and generally erected by voluntary contributions, my mite for such purpose, whatever might be the sect, was never refused.

Tho' I seldom attended any public worship, I had still an opinion of its

些教条也有些可疑，而且我从早年起就不到长老会教堂去做礼拜，因为星期天是我读书的日子，但是我仍然保持着某些宗教信仰。例如，我从不怀疑上帝的存在、上帝创造世界、上帝按照他的旨意统治世界、上帝最喜悦的贡献是对人行善、我们的灵魂是不朽的，以及善有善报、恶有恶报，这种报应不是在今世就是在来世。这一切我认为是任何宗教的基本要素。因为在我们国家的各个教派里都可以找到这些要素，所以我对它们全都尊重，虽然尊重的程度有所不同，因为我发现它们或多或少地混杂了别的东西，而这些东西根本不可能鼓励、促进或确定道德观念；相反，它们只能使我们分裂，使我们互不友好。这种尊重一切教派的态度——我认为即使是最坏的教派也有一些好的影响——使我避免了一切可能使人对自己的信仰产生不良印象的谈话；而且，当我们州的居民不断增加，不断地需要修建新的教堂时（这些教堂一般是通过自愿捐献的方式修建起来的），无论什么教派需要我捐助，我总是不会拒绝出力相助的。

虽然我很少参加任何公共礼拜，但是我仍然认为做礼拜是应该的，而且是有用的，假如它能被主持得当的话。我定期缴纳年捐，以维持我们在费城的唯一的

propriety, and of its utility when rightly conducted, and I regularly paid my annual subscription for the support of the only Presbyterian minister or meeting we had in Philadelphia. He us'd to visit me sometimes as a friend, and admonish me to attend his administrations, and I was now and then prevail'd on to do so, once for five Sundays successively. Had he been in my opinion a good preacher, perhaps I might have continued, notwithstanding the occasion I had for the Sunday's leisure in my course of study; but his discourses were chiefly either polemic arguments, or explications of the peculiar doctrines of our sect, and were all to me very dry, uninteresting, and unedifying, since not a single moral principle was inculcated or enforc'd, their aim seeming to be rather to make us Presbyterians than good citizens.

At length he took for his text that verse of the fourth chapter of Philippians, "Finally, brethren, whatsoever things are true, honest, just, pure, lovely, or of good report, if there be any virtue, or any praise, think on these things." And I imagin'd, in a sermon on such a text, we could not miss of having some morality. But he confin'd himself to five points only, as meant by the apostle, viz.:

1. Keeping holy the Sabbath day.

2. Being diligent in reading the holy Scriptures.

长老会牧师或教堂。以前，这位牧师有时会以朋友的身份来看我，劝我去他的教堂做礼拜，有时我也被他拉去做礼拜，有一次连续去了5个礼拜天。假如我认为他是一个好的传教士，或许我会继续去做礼拜，尽管我需要礼拜天的空闲时间来读书；然而，由于他的讲道不是神学上的主要争论，就是阐述长老会的独特教条，而这些对我来说全都十分枯燥无味，毫无启发性，因为在这种讲道上从不宣扬或鼓吹哪一条道德伦理原则，其目的好像是要我们做长老会的教友，而不是要我们做好公民。

后来，他用《腓立比人书》第四章中的某一节作为他的讲道文："最后，弟兄们，凡是真实的、诚实的、公正的、纯洁的、可爱的、有美名的东西，如果有什么美德或任何可以赞美的地方，你们都要加以思考。"我猜想，既然这次讲道用这样一段经文来做主题，总不会不提到一些道德的内容吧。但是，他却把自己局限于5点，认为这5点就是使徒的本意。它们是：

1.虔守安息日。

2.勤读《圣经》。

3. Attending duly the publick worship.

4. Partaking of the Sacrament.

5. Paying a due respect to God's ministers.

These might be all good things; but, as they were not the kind of good things that I expected from that text, I despaired of ever meeting with them from any other, was disgusted, and attended his preaching no more.

I had some years before compos'd a little Liturgy, or form of prayer, for my own private use (viz., in 1728), entitled, Articles of Belief and Acts of Religion. I return'd to the use of this, and went no more to the public assemblies. My conduct might be blameable, but I leave it, without attempting further to excuse it; my present purpose being to relate facts, and not to make apologies for them.

It was about this time I conceiv'd the bold and arduous project of arriving at moral perfection. I wish'd to live without committing any fault at any time; I would conquer all that either natural inclination, custom, or company might lead me into. As I knew, or thought I knew, what was right and wrong, I did not see why I might not always do the one and avoid the other. But I soon found I had undertaken a task of more difficulty than I had imagined. While my care was employ'd in guarding against one

3.按时做礼拜。

4.参加圣典。

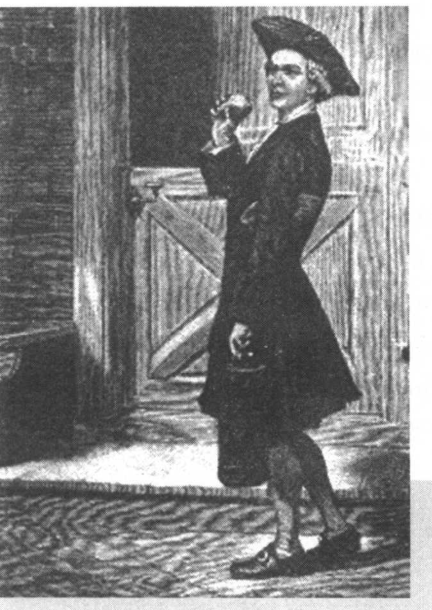
5.尊敬牧师。

这些可能全都是好东西，但并不是我期望从那段经文中引申出来的好东西，我再也不指望从任何其他经文中遇到我所需要的好东西了，我很厌烦，就再也不去听他的讲道了。

在这以前(1728年)，我曾编了一本小祈祷书，或者是那种祈祷文形式的东西，准备给我自己私人使用，题目叫《信条和宗教条例》。我又重新使用这本祈祷书，而不再到教堂去做礼拜了。我的这种举动可能是值得责备的，但是我撇开不提，也不再设法做进一步的辩解，因为我当前的目的是叙述事实，而不是替事实辩护。

大约在这时，我想出了一个达到完美品德的大胆而费力的计划。我希望这一辈子任何时候都不犯任何错误，我要克服所有的缺点，不管它们是由天生的爱好而引起的，还是由于习惯或交友不慎而引起的。因为我知道，或者自以为知道什

fault, I was often surprised by another; habit took the advantage of inattention; inclination was sometimes too strong for reason. I concluded, at length, that the mere speculative conviction that it was our interest to be completely virtuous, was not sufficient to prevent our slipping; and that the contrary habits must be broken, and good ones acquired and established, before we can have any dependence on a steady, uniform rectitude of conduct. For this purpose I therefore contrived the following method.



青年时代的富兰克林非常节俭，这为他以后的成功打下了良好的基础

In the various enumerations of the moral virtues I had met with in my reading, I found the catalogue more or less numerous, as different writers included more or fewer ideas under the same name. Temperance, for example, was by some confined to eating and drinking, while by others it was extended to mean the moderating every other pleasure, appetite, inclination, or passion, bodily or mental, even to our avarice and ambition. I propos'd to myself, for the sake of clearness, to use rather more names, with fewer ideas annex'd to each, than a few names with more ideas; and I included under thirteen names of virtues all that at that time

么是对的、什么是错的，所以我觉得或许我能做到只做好事而不做坏事的地步。但是，不久我就发现，我想做的工作比我所想像的要困难得多。正当我的注意力放在克服某一缺点时，另一个缺点却出乎意料地冒出来了。习惯利用了一时的疏忽，而理智有时候又不是癖好的敌手。后来，我终于得出结论，仅仅抽象地相信完美的品德对我们是有利的，但还不足以防止我们的过失，坏的习惯必须打破，好的习惯必须培养和建立起来，然后我们才能希望我们的举止能够坚定不移、始终如一的正确。为了这个目标，我想出了下面这个方法。

在我阅读的过程中，我发现在列举各种道德品质时，各种分类都或多或少地存在分歧，因为对于同一个词的涵义，不同的作者可以做或多或少的阐释。例如，“节制”这个词，有人把它的意义限于饮食，而另外一些人却把它的意义扩展到了调节其他的快乐、欲望、癖好和肉体的或精神的情欲，甚至把它推广到贪婪和野心方面。为了保证清楚起见，我自己认为可以多设几个项目，每一项下面少包括

occurr'd to me as necessary or desirable, and annexed to each a short precept, which fully express'd the extent I gave to its meaning.

These names of virtues, with their precepts, were:

1. Temperance. Eat not to dullness; drink not to elevation.

2. Silence. Speak not but what may benefit others or yourself; avoid trifling conversation.

3. Order. Let all your things have their places; let each part of your business have its time.

4. Resolution. Resolve to perform what you ought; perform without fail what you resolve.

5. Frugality. Make no expense but to do good to others or yourself; i.e., waste nothing.

6. Industry. Lose no time; be always employ'd in something useful; cut off all unnecessary actions.

7. Sincerity. Use no hurtful deceit; think innocently and justly, and, if you speak, speak accordingly.

8. Justice. Wrong none by doing injuries, or omitting the benefits that are your duty.

9. Moderation. Avoid extreams; forbear resenting injuries so much as you think they deserve.

一点涵义，而不要项目少涵义多。我总结出了13种美德，这是我当时认为必需的或适合的所有美德条目，并在每一项底下加了一条简单的箴言，它充分说明了我认为这个词的涵义所应有的范围。

这些道德的名目及其涵义如下：

1.节制。食不过饱，饮酒不醉。

2.沉默。说话必须对别人或你自己有益；要避免无益的聊天。

3.生活秩序。将每一样东西放在它们应该放的地方；每件日常事务应当有一定的时间。

4.决心。做应该做的事情；决心要做的事应坚持不懈。

5.俭朴。花钱必须于人于己有益；换言之，切忌浪费。

6.勤勉。不浪费时间，只做那些有用的事情，戒掉一切不必要的行动。

7.诚恳。不欺骗人；思想纯洁公正；说话也要如此。

8.公正。不做害人的事情，不要忘记履行对人有益而且又是你应尽的义务。

9.中庸适度。避免极端；要容忍别人对你应得的处罚。

10. Cleanliness. Tolerate no uncleanliness in body, cloaths, or habitation.

11. Tranquillity. Be not disturbed at trifles, or at accidents common or unavoidable.

12. Chastity. Rarely use venery but for health or offspring, never to dulness, weakness, or the injury of your own or another's peace or reputation.

13. Humility. Imitate Jesus and Socrates.

My intention being to acquire the habitude of all these virtues, I judg'd it would be well not to distract my attention by attempting the whole at once, but to fix it on one of them at a time; and, when I should be master of that, then to proceed to another, and so on, till I should have gone thro' the thirteen; and, as the previous acquisition of some might facilitate the acquisition of certain others, I arrang'd them with that view, as they stand above.

Temperance first, as it tends to procure that coolness and clearness of head, which is so necessary where constant vigilance was to be kept up, and guard maintained against the unremitting attraction of ancient habits, and the force of perpetual temptations. This being acquir'd and establish'd, Silence would be more easy; and my desire being to gain knowledge at the same time that I improv'd in virtue, and considering that in conversation it was obtain'd rather by the use of the

10.清洁。身体、衣服和住所力求清洁。

11.镇静。不要因为小事或普通的、不可避免的事故而惊慌失措。

12.贞节。除非为了健康或生育后代，不常进行房事，永远不要房事过度、伤害身体或损害你自己或他人的安宁或名誉。

13.谦虚。仿效耶稣和苏格拉底。

我的目的是想养成这一切美德的习惯，所以我认为，为了不至于分散注意力，最好还是不要立刻全面去尝试，而是在一段时期内集中精力于其中某一个。当我掌握了那项美德之后，接着再开始注意另外一项，如此这样，直到我做到了13条为止。因为先获得的一些美德可以方便其他美德的培养，所以我就按照这个主张把它们排列起来，就像上面的次序那样。

“节制”被我放在第一位，因为它可以使我保持头脑冷静和思想清楚。为了保持经常性的警惕，抵抗旧习惯不断的吸引力和无穷无尽的诱惑力，这种冷静的头脑和清晰的思想是大有必要的。在获得和养成了这项美德之后，养成“沉默”的美德就容易得多了。在改进品德的同时，我还想增进知识；而且我认为，在谈话时与

ears than of the tongue, and therefore wishing to break a habit I was getting into of prattling, punning, and joking, which only made me acceptable to trifling company, I gave Silence the second place.

This and the next, Order, I expected would allow me more time for attending to my project and my studies. Resolution, once become habitual, would keep me firm in my endeavors to obtain all the subsequent virtues; Frugality and Industry freeing me from my remaining debt, and producing affluence and independence, would make more easy the practice of Sincerity and Justice, etc., etc. Conceiving then, that, agreeably to the advice of Pythagoras in his Golden Verses, daily examination would be necessary, I contrived the following method for conducting that examination.

I made a little book, in which I allotted a page for each of the virtues. I rul'd each page with red ink, so as to have seven columns, one for each day of the week, marking each column with a letter for the day. I cross'd these columns with thirteen red lines, marking the beginning of each line with the first letter of one of the virtues, on which line, and in its proper column, I might mark, by a little black spot, every fault I found upon examination to have been committed respecting that virtue upon that day.

其用嘴，还不如用耳朵更能增进知识，因此我想打破我当时正在形成的喜欢喋喋不休、爱说俏皮话、喜欢开玩笑的习惯，这种习惯只能使我和轻浮的人为伍，因此我将"沉默"放在第二位。

在获得这项和下一项美德（生活秩序）以后，我预期会给我更多的时间来执行我的计划，还有读书学习。一旦养成了有"决心"的习惯后，就可以使我更坚决地努力获得其他的美德了。"俭朴"和"勤勉"能使我还清我债款的余数，会给我带来财富和产业，并使得"诚恳"和"公正"更容易做到，等等。接着，按照毕达哥拉斯在他的《金诗篇》中所提的忠告，我认为每天的检查大有必要，因此我想出了下面的方法来进行考查。

我做了一个小册子，我将每一项美德分配到一页。每一页用红墨水划成7行，一个星期的每一天占1行，每一行标明代表星期几的一个字母。我把这些直行划成13条红色的横线，在每一条横线的头上标明每一项美德的第一个字母。在这条横线的适当直行中，我可以用一个小小的黑点标出来，代表在检查当天该项美德时所发现的过失。

I determined to give a week's strict attention to each of the virtues successively. Thus, in the first week, my great guard was to avoid every the least offence against Temperance, leaving the other virtues to their ordinary chance, only marking every evening the faults of the day. Thus, if in the first week I could keep my first line, marked T, clear of spots, I suppos'd the habit of that virtue so much strengthen'd and its opposite weaken'd, that I might venture extending my attention to include the next, and for the following week keep both lines clear of spots. Proceeding thus to the last, I could

Form of the pages

TEMPERANCE.							
EAT NOT TO DULNESS; DRINK NOT TO ELEVATION.							
	S.	M.	T.	W.	T.	F.	S.
T.							
S.	*	*		*		*	
O.	**	*	*		*	*	*
R.			*			*	
F.		*			*		
I.			*				
S.							
J.							
M.							
C.							
T.							
C.							
H.							

我决定轮流给每一项美德一个星期的严格关注。这样，在第一个星期，我密切地预防关于节制的每一个最细微的过失。其他的美德则让它们像平时一样，只是在当天晚上记下有关的过失。这样，假如在第一个星期中，我能使写着“节制”的第一行没有黑点，我就以为这一美德已经得到加强了，而它的相反面则已经被削弱了，然后我就可以将我的注意力扩展到下面一项，争取在下一周内使两行都没有黑点。这样做下去，直到最后一项，我可以在13个星期内完成一个整个的过程，

表格式样

节 制							
食不过饱；饮酒不醉。							
	日	一	二	三	四	五	六
节制							
沉默	*	*		*		*	
生活秩序	**	*	*		*	*	*
决心			*			*	
俭朴		*			*		
勤勉			*				
诚恳							
公正							
中庸适度							
清洁							
镇静							
贞节							
谦虚							

go thro' a course compleat in thirteen weeks, and four courses in a year. And like him who, having a garden to weed, does not attempt to eradicate all the bad herbs at once, which would exceed his reach and his strength, but works on one of the beds at a time, and, having accomplish'd the first, proceeds to a second, so I should have, I hoped, the encouraging pleasure of seeing on my pages the progress I made in virtue, by clearing successively my lines of their spots, till in the end, by a number of courses, I should he happy in viewing a clean book, after a thirteen weeks' daily examination.

This my little book had for its motto these lines from Addison's Cato:

"Here will I hold.
If there's a power above us
(And that there is all nature cries aloud
Thro' all her works),
He must delight in virtue;
And that which he delights in must be happy."

Another from Cicero,

"O vitae Philosophia dux!

一年4次。这就像一个人给一个花园拔草，他不能企图一次就消灭所有的杂草，这样做会超过他的能力，但是一次只拔一个花坛，在拔完了第一个花坛以后，再去拔第二个花坛。我希望像他一样，能令人快慰地在我的表格上看到我在品德上的进步，在逐步清除了横行中的黑点之后，直到最后，在经过几个循环之后，在13个星期的日常检查以后，我将会愉快地看到一本干净的本子。

我从艾迪逊的《凯朵》中引用了下面这几行，来作为这本小册子的题句：

如果苍天有眼，
在这儿我要坚持到底。
为了证明上帝的存在，
整个宇宙和宇宙间的一切都在大声叫喊：
上帝必然喜欢美好的品德；
而让上帝喜悦的人必然幸运。

另外还引了西塞罗的话：

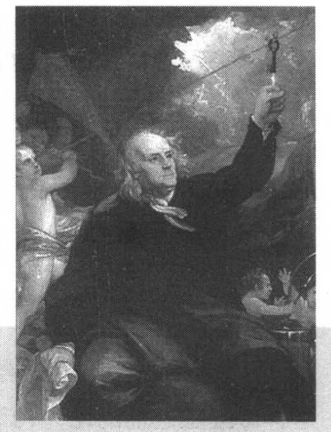
啊！哲学！生命的指南！

O virtutum indagatrix
expultrixque vitiorum!
Unus dies, bene et ex praeceptis
tuis actus,
peccanti immortalitati est anteponendus."

Another from the Proverbs of Solomon, speaking of wisdom or virtue:

"Length of days is in her right hand,
and in her left hand
riches and honour.
Her ways are ways of pleasantness,
and all her paths are peace."
iii. 16, 17.

And conceiving God to be the fountain of wisdom, I thought it right and necessary to solicit his assistance for obtaining it; to this end I formed the following little prayer, which was prefix'd to my tables of examination, for daily use.



富兰克林做风筝实验

啊！美德的探索者，
罪恶的祛除者呀！
总有一天，
只要按照您的指示好好地干，
就能够趋吉避凶。

另一句题句引自所罗门箴言，是关于智慧或美德的：

她右手掌握着无穷无尽的岁月，
左手掌握着财富和荣誉。
她的道路是幸福快乐的，
她的方向是和平的。
（第三章第十六、十七节）

我认为上帝是智慧的源泉，所以我认为在寻求智慧时，祈求上帝的协助是正确而且必须的。为了这个目的，我写了下面一篇短短的祈祷文，它就放在我检查表格的前面，以便每天使用：

"O powerful Goodness! bountiful Father! merciful Guide! increase in me that wisdom which discovers my truest interest. strengthen my resolutions to perform what that wisdom dictates. Accept my kind offices to thy other children as the only return in my power for thy continual favors to me."

I used also sometimes a little prayer which I took from Thomson's Poems, viz.:

"Father of light and life, thou Good Supreme!
O teach me what is good; teach me Thyself!
Save me from folly, vanity, and vice,
From every low pursuit; and fill my soul
With knowledge, conscious peace, and virtue pure;
Sacred, substantial, never-fading bliss!"

The precept of Order requiring that every part of my business should have its allotted time, one page in my little book contain'd the following scheme of employment for the twenty-four hours of a natural day:

THE MORNING	(5)	Rise, wash, and address Powerful Goodness! Contrive
Question. What good	(6)	day's business, and take the

啊！全能的上帝！慈悲的天父！仁慈的指路人！请增加我的智慧，让我看清真正的利益。请加强我的意志力，让我能够执行智慧的命令。请接受我对您其他子民的友善服务，作为我对上帝不断福佑的唯一报答。

有时，我也引用汤姆逊的一首诗作为短短的祈祷，那就是：

啊！光明和生命之父，至高之神！
请教我认识美德，认识至善之神！
请救赎我远离放荡、虚荣和恶习，
让我远离一切下贱的追逐；请让我的灵魂
充满知识，心神的安宁，纯洁的德行，
和圣洁、真实、永不止息的极大福运。

"生活秩序"这一项的涵义要求每件日常事务都要有一定的时间，因此，我的小册子里有一页就记载了一天24小时的作息时间表。

早晨	(5)	起床，洗刷，祈祷全能至善的上帝！
问题：今天我要	(6)	计划一天的工作，决定当日应注意之点；

shall I do this day?	(7)	resolution of the day; prosecute the present study, and breakfast.
	(8)	
	(9)	Work.
	(10)	
	(11)	
NOON.	(12)	Read, or overlook my accounts, and dine.
	(1)	
	(2)	
	(3)	Work.
	(4)	
	(5)	
EVENING.	(6)	Put things in their places.
	(7)	Supper. Music or diversion,
Question. What good have	(8)	or conversation. Examination of the day.

做些什么好事?	(7)	进行当前的研究工作,早餐。
	(8)	
	(9)	工作
	(10)	
	(11)	
中午	(12)	阅读,或者检查我的账册
	(1)	午餐。
	(2)	
	(3)	工作
	(4)	
	(5)	
晚上	(6)	物归原处。
	(7)	晚餐。音乐或文娱活动,
问题:今天我做了	(8)	或闲谈。检查当天的行为。

I done today?	(9)	
	(10)	
	(11)	
	(12)	
NIGHT.	(1)	Sleep.
	(2)	
	(3)	
	(4)	

I enter'd upon the execution of this plan for self-examination, and continu'd it with occasional intermissions for some time. I was surpris'd to find myself so much fuller of faults than I had imagined; but I had the satisfaction of seeing them diminish. To avoid the trouble of renewing now and then my little book, which, by scraping out the marks on the paper of old faults to make room for new ones in a new course, became full of holes, I transferr'd my tables and precepts to the ivory leaves of a memorandum book, on which the lines were drawn with red ink, that made a durable stain, and on those lines I mark'd my faults with a black-lead pencil, which marks I could easily wipe out with a wet sponge. After a while I

些什么好事?	(9)	
	(10)	
	(11)	
	(12)	
深夜	(1)	睡觉
	(2)	
	(3)	
	(4)	

我开始执行这项计划,来进行自我反省。除了偶尔间断以外,我坚持进行了一段时期。出乎我意料的是,我发现我的过失比我所想像的多得多,但是我满意地看到我的过失正在逐渐减少。为了避免经常重新制作小册子的麻烦(由于我把表格里面代表旧的过失的记号擦掉,以便在一个新的循环开始后可以记入新的记号,于是我的小册子变得千孔百疮了),我把表格和箴言放在一本用一种光泽极亮的厚纸制成的纪念册里,横线是用红色墨水划的,使它可以用得更长久;在

went thro' one course only in a year, and afterward only one in several years, till at length I omitted them entirely, being employ'd in voyages and business abroad, with a multiplicity of affairs that interfered; but I always carried my little book with me.

My scheme of Order gave me the most trouble; and I found that, tho' it might be practicable where a man's business was such as to leave him the disposition of his time, that of a journeyman printer, for instance, it was not possible to be exactly observed by a master, who must mix with the world, and often receive people of business at their own hours.

Order, too, with regard to places for things, papers, etc., I found extreamly difficult to acquire. I had not been early accustomed to it, and, having an exceeding good memory, I was not so sensible of the inconvenience attending want of method. This article, therefore, cost me so much painful attention, and my faults in it vexed me so much, and I made so little progress in amendment, and had such frequent relapses, that I was almost ready to give up the attempt, and content myself with a faulty character in that respect, like the man who, in buying an ax of a smith, my neighbour, desired to have the whole of its surface as bright as the edge. The smith

这些格子里，我用黑铅笔记下我的过失。这种铅笔痕迹可以很容易地用一块湿海绵擦掉。过了一段时间，在一年当中我只完成了一个循环，以后几年也只完成了一个循环，直到后来我完全放弃了这项计划，因为我在外旅行或因公出国时，常常有许多事务打断它，但是我一直将这本小册子随身携带着。

关于"生活秩序"这一项，给我带来了最多的麻烦。我发现，对于一个例如像印刷厂员工这样的人，或许可以使每件事情都有一定的时间，但是对于一个老板来说，由于他必须外出应酬，经常要在任何时间接待因事来访的客人，所以他不可能严格遵守这一点。

关于杂物、文件等等的放置必须有一定地方的"秩序"问题，我发现也是非常难做到的。我早年就不习惯这样做，而且因为我有非常好的记忆力，所以我也不觉得这种缺乏秩序而导致的不便。因此，这一条花了我许多心血和努力，我在这方面的过失使我感到如此的烦恼，我在这方面改进得那么慢，而且又是那样常常重蹈覆辙，使我几乎要放弃这种努力，而使我自己满足于在这方面缺陷不全的品

consented to grind it bright for him if he would turn the wheel; he turn'd, while the smith press'd the broad face of the ax hard and heavily on the stone, which made the turning of it very fatiguing. The man came every now and then from the wheel to see how the work went on, and at length would take his ax as it was, without farther grinding.

"No," said the smith, "turn on, turn on; we shall have it bright by-and-by; as yet, it is only speckled."

"Yes," said the man, "but I think I like a speckled ax best."

And I believe this may have been the case with many, who, having, for want of some such means as I employ'd, found the difficulty of obtaining good and breaking bad habits in other points of vice and virtue, have given up the struggle, and concluded that "a speckled ax was best"; for something, that pretended to be reason, was every now and then suggesting to me that such extream nicety as I exacted of myself might be a kind of foppery in morals, which, if it were known, would make me ridiculous; that a perfect character



富兰克林在法国皇宫接受嘉奖的仪式

德了。这就正像一个人向我的邻居铁匠买了一把斧头，他要求将整把斧头磨得像斧口一样光亮。铁匠同意替他磨亮，假如他愿意摇转磨刀的轮子的话；他摇了，而铁匠把斧头那宽的一面紧紧地、重重地贴在磨刀石上，这使得摇轮子很费力。那个人不时地从轮子那边跑过来，看进展到什么程度了，最后他不想再磨了，而情愿要原来的斧头了。

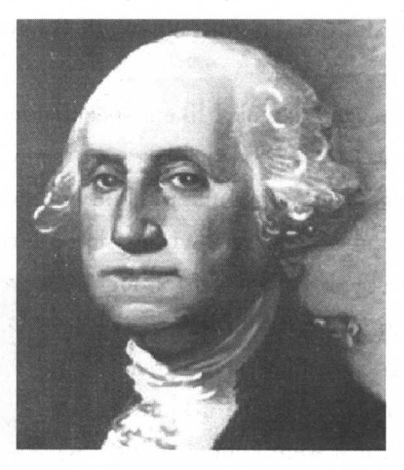
"不"，铁匠说，"继续摇，继续摇。慢慢地，我们就会把它磨亮的。现在它只是有些斑点罢了。"

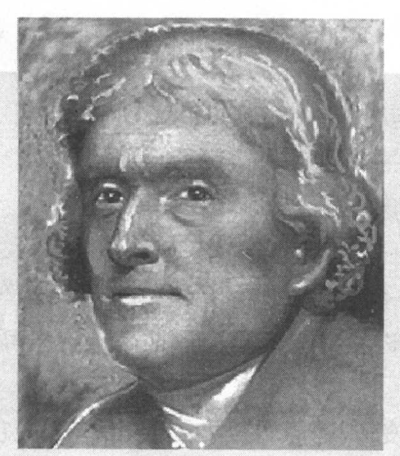
"是的，"那个人说，"但是，我想我最喜欢一把带有斑点的斧头。"

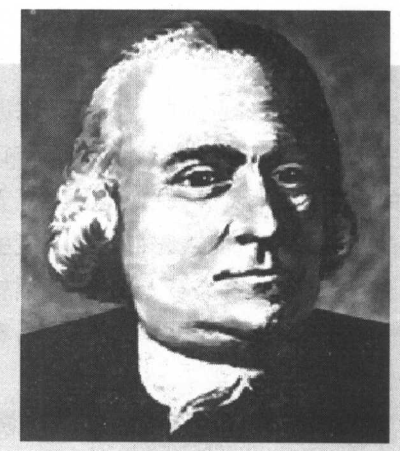
我相信许多人都是这种情况，因为他们没有像我使用的那些方法，而且发现在其他道德和恶习方面要获得好习惯、打破坏习惯很难，所以就不再努力了，并且最后断定"一把带有斑点的斧头是最好的"。因为某些假装成理智的东西在不时地暗示我说，像我这样极其挑剔地苛求于我自己，在道德上或许是一种傻事，

might be attended with the inconvenience of being envied and hated; and that a benevolent man should allow a few faults in himself, to keep his friends in countenance.

In truth, I found myself incorrigible with respect to Order; and now I am grown old, and my memory bad, I feel very sensibly the want of it. But, on the whole, tho'







乔治·华盛顿、托马斯·杰斐逊、亚当斯,他们和富兰克林共同被称为"美国缔造者"

假如有人知道了,我将成为笑柄;又说,一个完美的品德可能会引起别人的忌妒和敌视,那反而会带来麻烦;又说,一个仁慈的人会允许自己有一些过失,替他的朋友们留一点面子。

说实在话,我发现我自己在"生活秩序"这方面的习惯是难以矫正的。现在,我已经老了,我的记忆大不如前,我非常清楚地感受到了缺少这种习惯的不便。

I never arrived at the perfection I had been so ambitious of obtaining, but fell far short of it, yet I was, by the endeavour, a better and a happier man than I otherwise should have been if I had not attempted it; as those who aim at perfect writing by imitating the engraved copies, tho' they never reach the wish'd-for excellence of those copies, their hand is mended by the endeavor, and is tolerable while it continues fair and legible.

It may be well my posterity should be informed that to this little artifice, with the blessing of God, their ancestor ow'd the constant felicity of his life, down to his 79th year, in which this is written. What reverses may attend the remainder is in the hand of Providence; but, if they arrive, the reflection on past happiness enjoy'd ought to help his bearing them with more resignation. To Temperance he ascribes his long-continued health, and what is still left to him of a good constitution; to Industry and Frugality, the early easiness of his circumstances and acquisition of his fortune, with all that knowledge that enabled him to be a useful citizen, and obtained for him some degree of reputation among the learned; to Sincerity and Justice, the confidence of his country, and the honorable employs it conferred upon him; and to the joint influence of the whole mass of the virtues, even in the imperfect

但是，从整体来说，尽管我从来没有达到我原先雄心勃勃地想要达到的完美境界，而且距此还差得很远，但是通过这方面的努力，我已经比在做这种尝试之前要好得多快乐得多。这正像那些临摹帖本的人想要获得完美的书法一样，虽然他们永远都达不到他们所希望的帖本那样卓越的书法，但是通过这种努力，他们的书法却改善了，字写得不但整洁易读，而且还相当不错。

我的子孙后代应当明白，他们的祖先一生持久不变的幸运，直到他 79 岁写本文时为止，靠的全是这一小小的方法和上帝的祝福。我的余生会遭遇什么挫折，是掌握在上天手中的；但是，假如有什么不幸降临的话，对于往日快乐的回忆应当能帮助他更宽容地承受打击了。他把他长期的健康和他那至今还结实的身体归功于“节制”；他早年境遇的安适和他财产的获得，以及一切使他成为一个有用公民、使他在学术界获得一些声誉的知识，都应当归功于“勤勉”和“俭朴”；国家对他的信任和国家给他的光荣的职位，应当归功于“诚恳”和“公正”；他的和蔼以及他谈话时的愉悦，应当归功于所有这些品德的综合影响，即使他不能达到尽善尽美的境地。由于这种和蔼和愉悦，使他即使到了晚年也仍然受到人们的欢

state he was able to acquire them, all that evenness of temper, and that cheerfulness in conversation, which makes his company still sought for, and agreeable even to his younger acquaintance. I hope, therefore, that some of my descendants may follow the example and reap the benefit.

It will be remark'd that, tho' my scheme was not wholly without religion, there was in it no mark of any of the distingishing tenets of any particular sect. I had purposely avoided them; for, being fully persuaded of the utility and excellency of my method, and that it might be serviceable to people in all religions, and intending some time or other to publish it, I would not have any thing in it that should prejudice any one, of any sect, against it. I purposed writing a little comment on each virtue, in which I would have shown the advantages of possessing it, and the mischiefs attending its opposite vice; and I should have called my book The Art Of Virtue, because it would have shown the means and manner of obtaining virtue, which would have distinguished it from the mere exhortation



富兰克林像

迎，甚至在年轻的朋友中也深受欢迎。因此，我希望我的子孙中会有人以我为榜样，获得良好的教益。

应当注意的是，虽然我的计划并不是完全没有宗教，但是它里面却没有任何教派的特殊教条的痕迹。我故意避免了这些教条，因为我深信我的方法是有用而且极其优秀的，它对于信仰各种教派的人都可能有用，并且我打算或早或晚把它发表出来，因此我不想让它包含有任何足以引起任何教派的人反对的东西。我曾想给每一项美德写一些说明，用它来指出获得这种品德的好处，以及与它相反的恶习的害处。我原打算把这本书叫做《道德的艺术》，(作者原注：没有一样东西能像道德一样使人发财致富)因为它会指出获得这些美德的方法和方式，这就使它与那些仅仅劝人为善的书区别开来。那些书里面空洞的理论既不教诲人，也

to be good, that does not instruct and indicate the means, but is like the apostle's man of verbal charity, who only without showing to the naked and hungry how or where they might get clothes or victuals, exhorted them to be fed and clothed.——James ii. 15, 16.

But it so happened that my intention of writing and publishing this comment was never fulfilled. I did, indeed, from time to time, put down short hints of the sentiments, reasonings, etc., to be made use of in it, some of which I have still by me; but the necessary close attention to private business in the earlier part of thy life, and public business since, have occasioned my postponing it; for, it being connected in my mind with a great and extensive project, that required the whole man to execute, and which an unforeseen succession of employs prevented my attending to, it has hitherto remain'd unfinish'd.

In this piece it was my design to explain and enforce this doctrine, that vicious actions are not hurtful because they are forbidden, but forbidden because they are hurtful, the nature of man alone considered; that it was, therefore, every one's interest to be virtuous who wish'd to be happy even in this world; and I should, from this circumstance (there being always in the world a number of rich merchants,

不指出方法，这就正像那个使徒的口头慈善家一样，他并不向赤身裸体的人和饥饿的人指出如何或去何处找到衣服或食物，而只是劝他们要吃饱穿暖。(《新约·雅各书》第二章，第15节和第16节)

但是，碰巧我撰写和发表这些说明的意图从未实现。我的确经常记下一些短短的关于感想、推理等的笔记，以备日后有用，它们中的一部分我还保存着呢！但是由于我早年对私人事业以及后来对国家大事必须加以密切的注意，使我不得不把它给耽搁了。因为既然我认为它和一个巨大而广泛的计划有关，而这项计划又需要一个人花全部精力去执行，一连串没有预料到的职务使我无法实现这项计划，因此这些说明也就至今尚未完成。

在这部作品中，我本想解释和应用这样一项原则，那就是假如只考虑人的本性的话，那么不道德的行为之所以有害，并不是因为它们是被禁止的，它们之所以被禁止正是因为它们有害。因此，每一个有德行的人，即使他希望今生得到快乐，这种快乐对他也是有益的。从这种情况看来(因为世界上经常有一些富商、贵族、国家和亲王，他们需要诚实的仆人来管理他们的事务，而这种诚实的人又很

nobility, states, and princes, who have need of honest instruments for the management of their affairs, and such being so rare), have endeavored to convince young persons that no qualities were so likely to make a poor man's fortune as those of probity and integrity.

My list of virtues contain'd at first but twelve; but a Quaker friend having kindly informed me that I was generally thought proud; that my pride show'd itself frequently in conversation; that I was not content with being in the right when discussing any point, but was overbearing, and rather insolent, of which he convinc'd me by mentioning several instances; I determined endeavouring to cure myself, if I could, of this vice or folly among the rest, and I added Humility to my list giving an extensive meaning to the word.

I cannot boast of much success in acquiring the reality of this virtue, but I had a good deal with regard to the appearance of it. I made it a rule to forbear all direct contradiction to the sentiments of others, and all positive assertion of my own. I even forbid myself, agreeably to the old laws of our Junto, the use of every word or expression in the language that imported a fix'd opinion, such as certainly, undoubtedly, etc., and I adopted, instead of them, I conceive, I apprehend, or I

罕见),我本想努力使年轻人相信,世界上没有其他品质能像"诚实"和"廉洁"那样,能使一个穷小子发财。

我的品德项目起初只包括12条，但是一个教友会的朋友很亲切地告诉我说,人们普遍认为我很骄傲,而我这种骄傲又经常在谈话中显露出来,我在讨论任何问题时,总是不满足于证明我是正确的,而且还傲慢自大,有些盛气凌人。对此他还举了几个实例来使我信服。我就下定决心,如果可能的话,在尽可能地克服其他缺点的同时,努力克服这种坏习惯或愚行,所以我在单子上又增加了"谦虚"这一项,并使这个词具有广泛的涵义。

在养成谦虚美德这方面,我不敢吹牛我有多大的实际成就,但是我在外表上却有了不小的进步。我定下一条规矩,禁止自己说出一切直接与别人的意见相左以及一切过分自信的话。我甚至按照我们共读社的老规矩,禁止我自己使用英语中一切表示肯定见解的单词或辞句,例如"一定"、"无疑",等等;相反,我采用了"我想像"、"我料想",或者"我猜想一件事是如此如此",或"目前在我

imagine a thing to be so or so; or it so appears to me at present.

When another asserted something that I thought an error, I deny'd myself the pleasure of contradicting him abruptly, and of showing immediately some absurdity in his proposition; and in answering I began by observing that in certain cases or circumstances his opinion would be right, but in the present case there appear'd or seem'd to me some difference, etc. I soon found the advantage of this change in my manner; the conversations I engag'd in went on more pleasantly. The modest way in which I propos'd my opinions procur'd them a readier reception and less contradiction; I had less mortification when I was found to be in the wrong, and I more easily prevail'd with others to give up their mistakes and join with me when I happened to be in the right.

And this mode, which I at first put on with some violence to natural inclination, became at length so easy, and so habitual to me, that perhaps for these fifty years



富兰克林在《独立宣言》上签名

看来好像是……"。

当别人说出一些我认为是错误的话时，我并不会粗暴地驳斥他，立刻指出他的提案中某些荒谬的地方，我放弃了这种驳斥的快感。在回答时，我开始会指出在某些情况下他的看法是正确的，但在当前的情况下我认为好像有些不同，等等。不久，我就发现了我改变方法的好处，我和别人的谈话比以前要融洽了。由于我以最谦虚的方式提出了我自己的见解，使得这些意见反而更容易被人接受，而且更少引起反驳；当我发现我错了的时候，我也不至于过分懊悔；而当我恰好是对的时候，我也能更容易说服别人放弃他们的错误，接受我的意见。

这种做法我一开始觉得很别扭，但是到后来终于变得那么容易，对于我来说变得那么自然，我想在过去50年里，可能没有人曾听到我说过一句武断的话。在

past no one has ever heard a dogmatical expression escape me. And to this habit (after my character of integrity) I think it principally owing that I had early so much weight with my fellow-citizens when I proposed new institutions, or alterations in the old, and so much influence in public councils when I became a member; for I was but a bad speaker, never eloquent, subject to much hesitation in my choice of words, hardly correct in language, and yet I generally carried my points.

In reality, there is, perhaps, no one of our natural passions so hard to subdue as pride. Disguise it, struggle with it, beat it down, stifle it, mortify it as much as one pleases, it is still alive, and will every now and then peep out and show itself; you will see it, perhaps, often in this history; for, even if I could conceive that I had compleatly overcome it, I should probably be proud of my humility.

[Thus far written at Passy, 1741.]

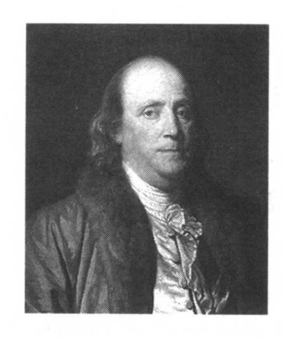


新美元上的富兰克林像

我早年，当我提议建立新制度或者是修改旧制度时，我的意见之所以受人重视，以及当我后来成为议员时，我在议会中之所以有那么大的影响，我想都主要归功于这种谦虚的习惯 (抛开我的正直品德不说)；因为我不善言辞，从来就不是一个雄辩的人，讲话也总是很迟缓，还经常有语病，但是尽管如此，我的意见也通常能得到人们的支持。

其实，在我们天生的各种感情中，恐怕没有一样比“骄傲”更难驯服的。尽管将它改头换面，和它对抗，把它打入十八层地狱，把它镇压下去，尽你所能地压制和克服它，但你还是消灭不了它，它还会不时地钻出头来，显露原形。在这本自传里，也许你就会经常遇见它；因为即使我能想像我已经完全克服了这一缺点，我可能又会因为我的谦虚而感到自豪了。

(以上写于帕西，1741 年)



Chaptef 7

[*"I am now about to write at home, August, 1788, but can not have the help expected from my papers, many of them being lost in the war. I have, however, found the following."*]

Having mentioned a great and extensive project which I had conceiv'd, it seems proper that some account should be here given of that project and its object. Its first rise in my mind appears in the following little paper, accidentally preserv'd, viz.:

Observations on my reading history, in Library, May 19th, 1731.

"That the great affairs of the world, the wars, revolutions, etc., are carried on and affected by parties.

第7章

(1788年8月,现在我在家里,快要动笔了,但是我的许多笔记在战争中丢失了,因此我不能像我所期望的那样,从笔记中找到材料。不过,我还是找到了下面这一部分。)

既然我提到我曾经想出了一个巨大而广泛的计划,那么就应当在这里叙述一下那项计划及其目标。下面这份偶然保存下来的小小文件,就说明了它是如何出现在我的头脑中的。那份文件就是:

1731年5月19日,我在图书馆读历史时的感想:

世界上的大事、战争、革命,等等,是由政党推进和影响的。

"That the view of these parties is their present general interest, or what they take to be such.

"That the different views of these different parties occasion all confusion.

"That while a party is carrying on a general design, each man has his particular private interest in view.

"That as soon as a party has gain'd its general point, each member becomes intent upon his particular interest; which, thwarting others, breaks that party into divisions, and occasions more confusion.

"That few in public affairs act from a meer view of the good of their country, whatever they may pretend; and, tho' their actings bring real good to their country, yet men primarily considered that their own and their country's interest was united, and did not act from a principle of benevolence.

"That fewer still, in public affairs, act with a view to the good of mankind.

"There seems to me at present to be great occasion for raising a United Party for Virtue, by forming the virtuous and good men of all nations into a regular body, to be govern'd by suitable good and wise rules, which good and wise men may probably be more unanimous in their obedience to, than common

这些政党的见解，代表着他们当前的利益，或者是他们认为的他们当前的利益。

这些不同政党的不同见解，导致了所有的混乱。

当一个政党在执行一个大计划时，党内的每一个成员的心目中都有他自己独特的个人利益。

在政党达到了它的大目标以后，每个成员就一心一意地想要得到他个人的利益。这些个人利益错综复杂，相互矛盾，把一个政党分成许多派别，并且导致了更大的混乱。

不管他们口头上说什么，政界人士的行动很少有仅仅从他们的国家利益这一目的出发的。尽管他们的行为对于他们国家真的有益，但是人们仍然认为他们的个人利益和国家利益是分不开的，而并不完全是从尽忠报国的角度来行事的。

在政界中，为人类利益服务的人更是凤毛麟角。

在我看来，目前很有必要把各国有德行而又善良的人组织成一个正规的团体，取名为"道德联合党"，党员要服从合适而又稳妥的、明智的党章。如果与普通

people are to common laws.

"I at present think that whoever attempts this aright, and is well qualified, can not fail of pleasing God, and of meeting with success. B. F."

Revolving this project in my mind, as to be undertaken hereafter, when my circumstances should afford me the necessary leisure, I put down from time to time, on pieces of paper, such thoughts as occurr'd to me respecting it. Most of these are lost; but I find one purporting to be the substance of an intended creed, containing, as I thought, the essentials of every known religion, and being free of every thing that might shock the professors of any religion. It is express'd in these words, viz.:

"That there is one God, who made all things.

"That he governs the world by his providence.

"That he ought to be worshiped by adoration, prayer, and thanksgiving.

"But that the most acceptable service of God is doing good to man.

"That the soul is immortal.

"And that God will certainly reward virtue and punish vice either here or hereafter."

人遵守普通法律相比，这些善良而明智的人应当更能自觉自愿地遵守党章。

我认为，目前如果有一个声誉卓著的人能正确地试办这样一个党，他必然能蒙上帝的喜悦，一定会成功。

本·富兰克林

我在脑子里思考着这项计划，打算在我今后有必要的空闲时再来从事这项工作。在筹划这项计划时，我不时地把我想到的有关思想写在纸上。这些笔记大部分都丢失了，但是我找到了一份文件，它原本是用来作为教条草案要旨的，其中包含了我认为是各教派已知的精髓，它摒弃了一切有可能引起任何教派信徒反对的东西。其原文如下：

世界上有一位创造万物的上帝。

他用天道来统治全世界。

人们应该以崇拜、祈祷和感恩的心态来敬仰他。

但是上帝最喜欢的是与人为善。

灵魂永恒不灭。

My ideas at that time were, that the sect should be begun and spread at first among young and single men only; that each person to be initiated should not only declare his assent to such creed, but should have exercised himself with the thirteen weeks' examination and practice of the virtues, as in the before-mention'd model; that the existence of such a society should be kept a secret, till it was become considerable, to prevent solicitations for the admission of improper persons, but that the members should each of them search among his acquaintance for ingenuous, well-disposed youths, to whom, with prudent caution, the scheme should be gradually communicated; that the members should engage to afford their advice, assistance, and support to each other in promoting one another's interests, business, and advancement in life; that, for distinction, we should be call'd The Society of the Free and Easy: free, as being, by the general practice and habit of the virtues, free from the dominion of vice; and particularly by the practice of industry and frugality, free from debt, which exposes a man to confinement, and a species of slavery to his creditors.

This is as much as I can now recollect of the project, except that I communicated it in part to two young men, who adopted it with some enthusiasm; but my then narrow

不论今生还是来世，上帝都会赏善罚恶。

当时我的一些主张是，这个教派起初应当只在年轻人和单身汉中间开始传播，每一个入教的人不但要宣布接受这些教条，而且应当按照前面讲到的方式，使他们自己对那些美德要经过 13 个星期的考查与实践。这一教派的存在应当暂时保密，直至它发展到相当程度为止，以防止坏人申请加入；但是，每一个信徒都应当在他的熟人当中物色智力聪颖、性情温和的青年，逐步而谨慎地告诉他们这一教派的计划；信徒们应当在其他人的利益、事业和发展中相互提供劝告、协助和支持；这一教派将定名为“自由和富裕人社团”。所谓“自由”，就是指由于普遍养成了实践美德的习惯以后，人们能脱离罪恶的统治；特别是指在养成了勤劳和俭朴的美德之后，人们可以避免债务，这种债务会使人有遭受拘禁和成为债权人奴隶的危险。

关于这项计划，我现在能记起来的就只有这一点了，我记得我曾把这项计划的一部分告诉过两个年轻人，他们非常热烈地赞同。但是由于我当时的窘境，必须坚持做好我的生意，因此当时我只能把这项计划的进一步执行留到日后；到后

circumstances, and the necessity I was under of sticking close to my business, occasion'd my postponing the further prosecution of it at that time; and my multifarious occupations, public and private, induc'd me to continue postponing, so that it has been omitted till I have no longer strength or activity left sufficient for such an enterprise; tho' I am still of opinion that it was a practicable scheme, and might have been very useful, by forming a great number of good citizens; and I was not discourag'd by the seeming magnitude of the undertaking, as I have always thought that one man of tolerable abilities may work great changes, and accomplish great affairs among mankind, if he first forms a good plan, and, cutting off all amusements or other employments that would divert his attention, makes the execution of that same plan his sole study and business.

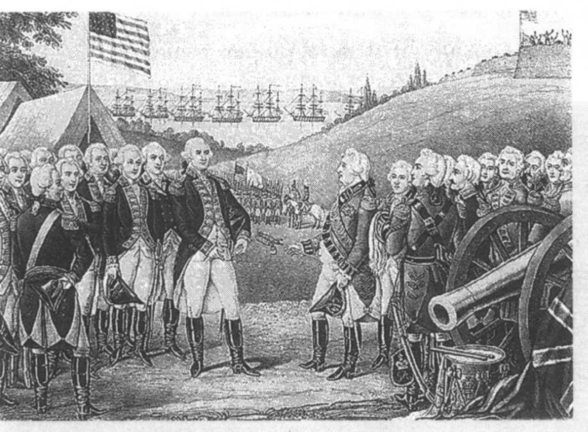
In 1732 I first publish'd my Almanack, under the name of Richard Saunders; it was continu'd by me about twenty-five years, commonly call'd Poor Richard's Almanac.I endeavor'd to make it both entertaining and useful, and it accordingly came to be in such demand, that I reap'd considerable profit from it, vending annually near ten thousand. And observing that it was generally read, scarce any neighborhood in the province being without it, I consider'd it as a proper vehicle

来，由于各种公私事务缠身，使我一再拖延，以至于忽略了它，直至我已经没有充沛的精力和活动力来从事这样一项事业了，虽然我至今还认为这是一项切实可行的计划，如果能把许多好公民组织起来，就可能成为一件十分有益的事；而且我也没有被这件事外表上的艰巨所吓退，因为我一直就以为，一个有相当才能的人可以带来巨大的变革，可以在人间成就伟大的事业，如果他首先制定出一项出色的计划，戒除一切足以分散他的注意力的娱乐和其他工作，而把执行这项计划当作他唯一的工作和事业。

1732年，我第一次出版了我的历书，用的是理查德·桑德斯的名字；这本书我连续出版了大约有25年时间，通常被称为《穷理查历书》。我尽量使它既有趣又有用，因此它变得非常畅销，我从中获利不少，每年的销售量几乎达到了1万册。由于看到大多数人都读过这本书，而在宾夕法尼亚州，没有几户人家是没有这本书的，因此我认为这是在普通老百姓中间进行教育的一种适当工具。这些人几乎不买任何其他书，而只买这本书，因此我就把一些格言印在历书中重要日子之间的小空白处。这些格言主要是教人把勤劳俭朴作为发财致富并因此获得美

for conveying instruction among the common people, who bought scarcely any other books; I therefore filled all the little spaces that occurr'd between the remarkable days in the calendar with proverbial sentences, chiefly such as inculcated industry and frugality, as the means of procuring wealth, and thereby securing virtue; it being more difficult for a man in want, to act always honestly, as, to use here one of those proverbs, it is hard for an empty sack to stand up-right.

These proverbs, which contained the wisdom of many ages and nations, I assembled and form'd into a connected discourse prefix'd to the Almanack of 1757, as the harangue of a wise old man to the people attending an auction. The bringing all these scatter'd counsels thus into a focus enabled them to make greater impression. The piece, being universally approved, was copied in all the newspapers of the Continent; reprinted in Britain on a broad side, to be stuck up in houses; two translations were made of it in French, and great numbers bought by the clergy and gentry, to distribute gratis among their poor parishioners and tenants. In Pennsylva nia, as it discouraged useless expense in foreign superfluities, some thought it had its share of influence in producing that growing plenty of money



英军在弗吉尼亚的约克镇投降

德的手段，因为要一个穷人长久不变地做到诚实廉洁是比较困难的——在此就引用一句成语来作比喻吧，这就像“一个空袋子是不容易站笔直的”。

这些格言包含了来自许多国家各个时代的智慧，我把它们收集在一起，写成了一篇连续的文章，把它放在1757年历书的卷首，这篇文章写的是一个聪明的老人对拍卖场上的人所发表的一篇演说。把这些分散的格言集中在一个焦点上，就可以使它们产生更深刻的印象。这篇文章受到了普遍赞扬，所有的美洲报纸都转载了它；在英国，人们用巨幅的纸张在翻印，准备贴在家里。它还有两个法文译本。传教士和地主们也大量地购买，免费赠送给他们那些穷教友和佃农。在宾夕法尼亚，由于它反对将钱财浪费在外国奢侈品上，在它问世之后的几年，市场上的货币不断增加，所以就有人认为它对财

which was observable for several years after its publication.

I considered my newspaper, also, as another means of communicating instruction, and in that view frequently reprinted in it extracts from the Spectator, and other moral writers; and sometimes publish'd little pieces of my own, which had been first compos'd for reading in our Junto. Of these are a Socratic dialogue, tending to prove that, whatever might be his parts and abilities, a vicious man could not properly be called a man of sense; and a discourse on self-denial, showing that virtue was not secure till its practice became a habitude, and was free from the opposition of contrary inclinations. These may be found in the papers about the beginning of 1735.

In the conduct of my newspaper, I carefully excluded all libelling and personal abuse, which is of late years become so disgraceful to our country. Whenever I was solicited to insert anything of that kind, and the writers pleaded, as they generally did, the liberty of the press, and that a newspaper was like a stagecoach, in which any one who would pay had a right to a place, my answer was, that I would print the piece separately if desired, and the author might have as many copies as he pleased to distribute himself, but that I would not take upon me to spread his

富的增加产生了一定的影响。

我认为我的报纸也是进行教育的另一种手段，因此我经常在报纸上转载《旁观者》或其他有关伦理道德的文章摘要。有时我也发表一些我自己的短文，它们原来是为了在共读社中宣读讨论而写的。在这些文章中，有一篇是用苏格拉底的对话体写成的，其目的是想证明一个坏人不能真正称为一个明达的人，而不论他的资质和才能如何；另一篇是关于自我克制的，指出在培养某种品德时，只有这种美德已经成为一种习惯，而且不受与它相反的嗜好的干扰时，这才算牢固。这些文章可以在大约1735年初的报纸上找到。

在编辑我的报纸的过程中，我小心地避免一切诽谤性的和带有人身攻击的文章，这种诽谤和攻击近年来对我国是巨大的耻辱。当人们要求我刊登这一类的任何东西时，作者一般总是替自己辩解说，我们有出版自由，报纸就像公共马车，任何人只要愿意出钱，都可以在上面占有一个位置，而我的回答则是：假如他愿意，我可以替他单独印刷，他需要印多少份都行，由他自己去散发，但是我不愿承

detraction; and that, having contracted with my subscribers to furnish them with what might be either useful or entertaining, I could not fill their papers with private altercation, in which they had no concern, without doing them manifest injustice. Now, many of our printers make no scruple of gratifying the malice of individuals by false accusations of the fairest characters among ourselves, augmenting animosity even to the producing of duels; and are, moreover, so indiscreet as to print scurrilous reflections on the government of neighboring states, and even on the conduct of our best national allies, which may be attended with the most pernicious consequences. These things I mention as a caution to young printers, and that they may be encouraged not to pollute their presses and disgrace their profession by such infamous practices, but refuse steadily, as they may see by my example that such a course of conduct will not, on the whole, be injurious to their interests.

In 1733 I sent one of my journeymen to Charleston, South Carolina, where a printer was wanting. I furnish'd him with a press and letters, on an agreement of partnership, by which I was to receive one-third of the profits of the business, paying one-third of the expense. He was a man of learning, and honest but ignorant in matters of account; and, tho' he sometimes made me remittances, I could get no

担替他散播诽谤的责任；而且，既然我和我的订户签订了合同，要为他们提供一些有用或者有趣的东西，那么我就不能在他们的报纸上刊登一些和他们毫无瓜葛的私人之争，否则对他们是不公平的。现在，在我国的报纸发行人中间，有许多人为了满足个别人发泄怨恨的要求，毫不犹豫地污蔑诽谤我们当中一些品德最优秀的人，挑起争端，甚至引起决斗；此外，还有一些报纸，甚至轻举妄动到了这种地步，以至于刊登文章来下流而粗鄙地污蔑邻国政府、甚至是我们最好的盟国的政策，这种举动可能会造成最严重的后果。我之所以提到这些事情，是为了提醒那些年轻的报纸发行人，不要因为沾染上这种恶习而玷污了他们的报纸，使他们的职业蒙受耻辱；而是要坚决拒绝这种要求，因为他们从我的例子中可以看出：这种做法，整体而言，是不会损害他们的利益的。

1733 年，我派了我的一个职工到南卡罗来纳州的查理斯敦去，那里需要一家印刷厂。我给他提供了一台印刷机和一些铅字，和他达成了一份合伙协议，根据协议我将获得 1/3 的业务利润，承担 1/3 的开支。他是一个有学问的人，为人诚

account from him, nor any satisfactory state of our partnership while he lived. On his decease, the business was continued by his widow, who, being born and bred in Holland, where, as I have been inform'd, the knowledge of accounts makes a part of female education, she not only sent me as clear a state as she could find of the transactions past, but continued to account with the greatest regularity and exactness every quarter afterwards, and managed the business with such success, that she not only brought up reputably a family of children, but, at the expiration of the term, was able to purchase of me the printing-house, and establish her son in it.

I mention this affair chiefly for the sake of recommending that branch of education for our young females, as likely to be of more use to them and their children, in case of widowhood, than either music or dancing, by preserving them from losses by imposition of crafty men, and enabling them to continue, perhaps, aprofitable mercantile house, with establish'd correspondence, till a son is grown up fit to undertake and go on with it, to the lasting



美国第一届大陆委员会召开的情景

实，但是不懂会计；虽然他有时候给我汇款，但是我不能从他那里得到会计报告，在他活着的时候我也得不到关于我们合伙情况的一份令人满意的报告。他死后，生意由他的遗孀继续管理。她在荷兰生长，据说在那里，簿记知识是妇女教育的一部分。她不但给了我一份关于以往收支情况的尽可能清楚的报告，而且以后每个季度都会很及时地继续寄来十分精确的报告；她管理业务是如此的成功，不但很有名誉地把一家孩子都养育成人，而且在合伙期满以后，能够从我这里把印刷厂买下来，让她的儿子经营业务。

我之所以提到这件事，主要是为了向我们年轻的女同胞们推荐这门学科，万一结婚后没了丈夫，这门技术大概会比音乐或跳舞对她们和她们的子女更有用，使她们不至于因为受到坏人的欺骗而遭受损失；而且，或许使她们通过已经建立起来的通信关系，能够继续管理一家赚钱的商店，直到她们的儿子长大后有能力

advantage and enriching of the family.

About the year 1734 there arrived among us from Ireland a young Presbyterian preacher, named Hemphill, who delivered with a good voice, and apparently extempore, most excellent discourses, which drew together considerable numbers of different persuasion, who join'd in admiring them. Among the rest, I became one of his constant hearers, his sermons pleasing me, as they had little of the dogmatical kind, but inculcated strongly the practice of virtue, or what in the religious stile are called good works. Those, however, of our congregation, who considered themselves as orthodox Presbyterians, disapprov'd his doctrine, and were join'd by most of the old clergy, who arraign'd him of heterodoxy before the synod, in order to have him silenc'd.

I became his zealous partisan, and contributed all I could to raise a party in his favour, and we combated for him a while with some hopes of success. There was much scribbling pro and con upon the occasion; and finding that, tho' an elegant preacher, he was but a poor writer, I lent him my pen and wrote for him two or three pamphlets, and one piece in the Gazette of April, 1735. Those pamphlets, as is generally the case with controversial writings, tho' eagerly read at the time, were

经营和继承事业为止。这对于家庭来说,既有益又有利。

大约在 1734 年，一个叫赫姆菲尔的年轻传教士从爱尔兰来到了我们这里。他讲道时声音洪亮,显然未经准备也能讲得极其精彩,这吸引了相当数量的不同教派的人,他们异口同声地赞美他。我经常和其他人一起去听他讲道,他的讲道我很喜欢,因为它们没有什么教条式的阐述,而是强烈地劝人为善,或者用宗教术语来讲就是所谓的积功德。但是在我们会众中有一些人,他们认为自己是正统派长老会的信徒,反对他的教义,而且大多数年长的牧师都参加了这一派,他们向长老会的宗教议会控告他,说他是异端,以禁止他传教。

我成了他的热烈拥护者,并且尽我所有的力量来帮助他,把拥护他的人组织起来,而且我们为他战斗了一段时期,颇有一些胜利的希望！双方在这时候都进行了不少笔战。我发现虽然他是一个很能干的传教士,但是他的文章却写得不怎么样,因此我替他执笔,代他写了两三本小册子,还有一篇论文,于 1735 年 4 月在《公报》上发表。虽然这些小册子像其他普通的争论性文章一样,在当时风行一

soon out of vogue, and I question whether a single copy of them now exists.

During the contest an unlucky occurrence hurt his cause exceedingly. One of our adversaries having heard him preach a sermon that was much admired, thought he had somewhere read the sermon before, or at least a part of it. On search he found that part quoted at length, in one of the British Reviews, from a discourse of Dr. Foster's. This detection gave many of our party disgust, who accordingly abandoned his cause, and occasion'd our more speedy discomfiture in the synod.

I stuck by him, however, as I rather approv'd his giving us good sermons compos'd by others, than bad ones of his own manufacture, tho' the latter was the practice of our common teachers. He afterward acknowledg'd to me that none of those he preach'd were his own; adding, that his memory was such as enabled him to retain and repeat any sermon after one reading only.



富兰克林和共读社成员正在阅读和讨论

On our defeat, he left us in search elsewhere of better fortune, and I quitted the congregation, never joining it after, tho' I

时，但是过后却很快就无人问津了，我猜想现在恐怕连一本都没有了。

在论争过程中发生的一件不幸的事情，极大地损害了他的事业。我们敌方中有一个人，在听他讲完一篇大受赞美的讲道以后，觉得自己以前在什么地方读到过这篇讲道，或者至少有一部分是曾经读过的。经过一番搜索，他在一本《英国评论》中找到了那段讲道的详细引文，原来这是引自于浮士德博士的讲道文。这一发现使我们当中的许多人看不起他，他们因此就不再支持他了，这就使我们在宗教议会中的斗争很快失败。

然而，我始终都支持他，因为我情愿听他给我们念由别人写的优秀讲道文，也不愿听他自己杜撰的拙劣讲道文，虽然我们普通的传教士都是自己写讲道文的。后来，他向我承认说，他的讲道文全都不是他自己写的；他还补充说，他的记忆力很好，任何讲道文他只要看过一次，就能记住和背诵。

我们失败之后，他离开了我们，到其他地方碰运气去了。我也离开了这一会

continu'd many years my subscription for the support of its ministers.

I had begun in 1733 to study languages; I soon made myself so much a master of the French as to be able to read the books with ease. I then undertook the Italian. An acquaintance, who was also learning it, us'd often to tempt me to play chess with him. Finding this took up too much of the time I had to spare for study, I at length refus'd to play any more, unless on this condition, that the victor in every game should have a right to impose a task, either in parts of the grammar to be got by heart, or in translations, etc., which tasks the vanquish'd was to perform upon honour, before our next meeting. As we play'd pretty equally, we thus beat one another into that language. I afterwards with a little painstaking, acquir'd as much of the Spanish as to read their books also.

I have already mention'd that I had only one year's instruction in a Latin school, and that when very young, after which I neglected that language entirely. But, when I had attained an acquaintance with the French, Italian, and Spanish, I was surpriz'd to find, on looking over a Latin Testament, that I understood so much more of that language than I had imagined, which encouraged me to apply myself again to the study of it, and I met with more success, as those preceding languages

众，再也没有加入它，尽管我许多年来都在继续捐献维持这一教会的牧师。

我于 1733 年开始学习外语，不久就获得了足够的法语知识，能够顺利地阅读法语书。然后，我又去学意大利语。我有一个朋友，他当时也在学意大利语，常常诱使我和他下棋。当我发现下棋过多地占用了我原定用来学习的时间时，我终于拒绝再下棋了，除非他答应这样一个条件，那就是每盘棋的获胜者有权指定一种作业，这种作业或者是语法部分的背诵，或者是翻译，等等，失败的一方必须保证在我们下次见面前完成作业。由于我们的棋艺水平相当，这样我们就相互把意大利语灌输到各自的头脑中去了。后来，我又花了一番苦功学习西班牙语，也获得了阅读西班牙文书籍所需要的知识。

我已经提到过，我幼年时期只在一所拉丁学校学过一年的拉丁文，从那以后我就把它忘得一干二净了。但是，当我熟悉了法语、意大利语和西班牙语以后，翻阅一本拉丁文圣经时，我就惊奇地发现，我所懂得的拉丁文比我所想像的要多得多，这就鼓励了我再去专心学习拉丁文，而且我收获颇丰，因为以前学过的几种

had greatly smooth'd my way.

From these circumstances, I have thought that there is some inconsistency in our common mode of teaching languages. We are told that it is proper to begin first with the Latin, and, having acquir'd that, it will be more easy to attain those modern languages which are deriv'd from it; and yet we do not begin with the Greek, in order more easily to acquire the Latin. It is true that, if you can clamber and get to the top of a staircase without using the steps, you will more easily gain them in descending; but certainly, if you begin with the lowest you will with more ease ascend to the top; and I would therefore offer it to the consideration of those who superintend the education of our youth, whether, since many of those who begin with the Latin quit the same after spending some years without having made any great proficiency, and what they have learnt becomes almost useless, so that their time has been lost, it would not have been better to have begun with the French, proceeding to the Italian, etc.; for, tho', after spending the same time, they should quit the study of languages and never



费城消防队用于警示居民防火的火印

语言替我大大地铺平了道路。

从这些情况看来，我认为我们教外语的普通方式有些不合理的地方。有人说我们应当先从拉丁文开始，在学会拉丁文以后，再去学从拉丁文演变而来的现代语言就容易多了。但是，为了更顺利地学习拉丁文，我们为什么不从希腊文学起呢?假如你不用台阶就能攀爬到顶点，那么你往下走时就更容易了；但是，假如你先从最低的台阶开始，显然就更容易到达顶点了。所以，我想请主管我们青年教育的人士考虑一下，由于有许多人从拉丁文开始学起，可是他们学了几年之后就毫无成绩地放弃了它，他们过去所学的东西几乎毫无用处，因此他们的时间白白地浪费了；既然如此，那么先从法语开始，然后学意大利等语言，是不是更好呢？因为在学习了同样的时间之后，即使他们不再学习外语，因而从未达到学拉丁文的阶段，但是，他们也将学会一两种外语，由于这些外语是现代通用

arrive at the Latin, they would, however, have acquired another tongue or two, that, being in modern use, might be serviceable to them in common life.

After ten years' absence from Boston, and having become easy in my circumstances, I made a journey thither to visit my relations, which I could not sooner well afford. In returning, I call'd at Newport to see my brother, then settled there with his printing-house. Our former differences were forgotten, and our meeting was very cordial and affectionate. He was fast declining in his health, and requested of me that, in case of his death, which he apprehended not far distant, I would take home his son, then but ten years of age, and bring him up to the printing business. This I accordingly perform'd, sending him a few years to school before I took him into the office. His mother carried on the business till he was grown up, when I assisted him with an assortment of new types, those of his father being in a manner worn out. Thus it was that I made my brother ample amends for the service I had depriv'd him of by leaving him so early.

In 1736 I lost one of my sons, a fine boy of four years old, by the small-pox, taken in the common way. I long regretted bitterly, and still regret that I had not given it to him by inoculation. This I mention for the sake of parents who omit that

的语言，所以在他们的日常生活中有可能派得上用场。

我离开波士顿已经 10 年，而且我的处境也得到改善了，因此我到波士顿去旅行了一趟，去看望我的亲戚，以前我可没有充裕的财力做到这一点。在归途中，我到新港去看了我的哥哥，这时他已经把他的印刷厂搬到那里了。我们过去的矛盾已经不复存在，我们的见面热烈而诚恳。他的健康正在迅速衰退，他请求我，一旦他死后——他担心他的死期不远了——把他当时年仅 10 岁的儿子带回我家，让他学习印刷业。这件事我照办了，先是送他去学校读了几年书，然后让他学印刷业。他母亲继续经营印刷厂的业务，直到他成年为止。这时，我送给他一套新铅字，因为他父亲的那些铅字有些破旧了。这样，我就充分弥补了我哥哥，因为我的提早离开使他受到了损失。

1736 年，我失去了一个儿子，一个 4 岁、长得很好看的男孩子，感染天花而夭折了。我很长时间都十分悔恨，并且至今还后悔我没有给他种痘。我之所以提到这件事，是为了那些不给孩子们种痘的父母。他们担心孩子会因为种痘而死

operation, on the supposition that they should never forgive themselves if a child died under it; my example showing that the regret may be the same either way, and that, therefore, the safer should be chosen.

Our club, the Junto, was found so useful, and afforded such satisfaction to the members, that several were desirous of introducing their friends, which could not well be done without exceeding what we had settled as a convenient number, viz., twelve. We had from the beginning made it a rule to keep our institution a secret, which was pretty well observ'd; the intention was to avoid applications of improper persons for admittance, some of whom, perhaps, we might find it difficult to refuse. I was one of those who were against any addition to our number, but, instead of it, made in writing a proposal, that every member separately should endeavor to form a subordinate club, with the same rules respecting queries, etc., and without informing them of the connection with the Junto.

The advantages proposed were, the improvement of so many more young citizens by the use of our institutions; our better acquaintance with the general sentiments of the inhabitants on any occasion, as the Junto member might propose what queries we should desire, and was to report to the Junto what pass'd in his

去，那么他们将永远不能饶恕他们自己。但是，我的实例表明，不种痘也同样有危险，所以，他们应当选择一条较安全的道路。

我们的社团(也即“共读社”)成了一个非常有益的组织，它使会员得十分满意，于是有些会员很想介绍他们的朋友进来，但是如果这样做的话，就会超过我们早先确定的适当限额，那就是12个人。从一开始我们社团就是保密的，这一点我们都做得很好。这是为了避免有坏人申请入会，他们当中有些人可能是我们觉得难以拒绝的。我就是反对放宽人数限额的人之一，但是为了不放宽限额，我提出了一份书面建议，即每个会员应该分别去努力，组建一个附属社团，拟定相同的议事规则，但是不泄露它与共读社的联系。

我指出了这个办法的各项优点：更多的青年公民可以利用我们社团来获得进步，而我们则在任何时候都能更好地了解一般居民的意见，因为共读社的成员可以在分社提出我们希望讨论的题目，并且把各个分社讨论的经过报告给共读社；通过更广泛的推荐介绍，我们可以增进我们各人事业方面的利益，而且可以

separate club; the promotion of our particular interests in business by more extensive recommendation, and the increase of our influence in public affairs, and our power of doing good by spreading thro' the several clubs the sentiments of the Junto.

The project was approv'd, and every member undertook to form his club, but they did not all succeed. Five or six only were compleated, which were called by different names, as the Vine, the Union, the Band, etc. They were useful to themselves, and afforded us a good deal of amusement, information, and instruction, besides answering, in some considerable degree, our views of influencing the public opinion on particular occasions, of which I shall give some instances in course of time as they happened.

My first promotion was my being chosen, in 1736, clerk of the General Assembly. The choice was made that year without opposition; but the year following, when I was again propos'd (the choice, like that of the members, being annual), a new member made a long speech against me, in order to favour some other candidate. I was, however, chosen, which was the more agreeable to me, as, besides the pay for the immediate service as clerk, the place gave me a better opportunity of keeping up an interest among the members, which secur'd to me the business of printing the

增加我们在公共事务方面的影响;我们可以把共读社的主张散播到分社中去,以此来增加我们为社会服务的力量。

这项计划被通过了,每一位成员就着手去组建他的社团,但并不是所有的人都成功了,我们只组建了五六个分社,它们的名称五花八门,例如"葛藤社"、"协会"、"群社",等等。它们除了在相当大的程度上符合了我们原先的期望,在某些特殊事件上影响了公众的舆论之外,还对社员自己很有益处,而且给我们带来了大量的娱乐、信息和教益,这些我以后在适当的时候还要举出一些实例。

1736年,我第一次获得升迁,当选为州议会秘书。这次选举是没有遭到任何反对而一致通过的;但是在第二年,当我又一次被提名时(秘书的任期和议员的任期一样,都是一年),有一位新议员为了支持另一位候选人,就发表了一篇长篇演说来反对我。但是,我还是当选了,对此我当然异常高兴,因为除了秘书职位本身的薪水之外,这个职位还使我有很好的机会和议员们保持联系,这又替我招揽

votes, laws, paper money, and other occasional jobbs for the public, that, on the whole, were very profitable.

I therefore did not like the opposition of this new member, who was a gentleman of fortune and education, with talents that were likely to give him, in time, great influence in the House, which, indeed, afterwards happened. I did not, however, aim at gaining his favour by paying any servile respect to him, but, after some time, took this other method.

Having heard that he had in his library a certain very scarce and curious book, I wrote a note to him, expressing my desire of perusing that book, and requesting he would do me the favour of lending it to me for a few days. He sent it immediately, and I return'd it in about a week with another note, expressing strongly my sense of the favour. When we next met in the House, he spoke to me (which he had never done before), and with great civility; and he ever after manifested a readiness to serve me on all occasions, so that we became great friends, and our friendship continued to his death. This is another instance of the truth of an old maxim I had learned, which says, "He that has once done you a kindness will be more ready to do you another, than he whom you yourself have obliged." And it shows how much

到了印刷选举票、法律、纸币和其他零星的公家生意,这些生意从总体来说,利润是非常可观的。

我当然不喜欢这位新议员反对我。他是一位富有并且受过教育的绅士,而且很能干,将来很有可能成为议会中有势力的人物,后来事实果然如此。但是,我并不打算卑躬屈膝地奉承讨好他,以此来获得他的青睐;而是在过了一段时间之后,采取了另外一种策略。

由于听说他的藏书室有一本非常稀有而珍贵的书,我就写了一张便条给他,说我很想看那本书,希望他能帮我一个忙,借我看几天。他立刻就把它寄来了,大约过了一个星期,我把书送还给他,附了另外一张便条,对他的帮助热烈地表达了我的感谢。当我们下一次在议会见面时,他和我打了招呼(他以前从没有这样做过),而且十分殷勤有礼。从此以后,他在任何时候都愿意帮助我,因此我们成了知己,我们的友谊一直持续到他去世。这是另一个例子,它证明了我从前听到的一句古老格言是对的。这句格言说:“如果一个人帮了你一次忙,那么他将会比受过你恩惠的人更乐意帮助

more profitable it is prudently to remove, than to resent, return, and continue inimical proceedings.

In 1737, Colonel Spotswood, late governor of Virginia, and then postmaster-general, being dissatisfied with the conduct of his deputy at Philadelphia, respecting some negligence in rendering, and inexactitude of his accounts, took from him the commission and offered it to me. I accepted it readily, and found it of great advantage; for, tho' the salary was small, it facilitated the correspondence that improv'd my newspaper, increas'd the number demanded, as well as the advertisements to be inserted, so that it came to afford me a considerable income.

My old competitor's newspaper declin'd proportionably, and I was satisfy'd without retaliating his refusal, while postmaster, to permit my papers being carried by the riders. Thus he suffer'd greatly from his neglect in due accounting; and I mention it as a lesson to those young men who may be employ'd in managing affairs for others, that they should always render accounts, and make remittances, with great clearness and punctuality. The character of observing such a conduct is the most powerful of all recommendations to new employments and increase of business.

你。"而且这件事也表明,与其怨恨、报复和延长私人之间的冤仇,还不如谨慎地消除它更有益。

1737年,由于斯波特伍德上校(弗吉尼亚前任州长,当时的邮政总局局长)不满意费城邮政代办在处理账册方面的疏忽失职和账目不明,就将他撤了职,并将这个位置给了我。我高兴地接受了它,发现它对我大有裨益;因为虽然薪水很少,但是它使通信变得方便了,由此促进了我的报纸,增加了它的发行量,同时广告也增加了,所以这一职位大大增加了我的收入。

那家作为我老竞争对手的报纸,却相应地衰落了;对于他在当邮政代办期间,不允许邮递员递送我的报纸的举动,我没有采取报复手段,因为我已经感到满意了。这样,他因为不注意适当的记账技术而遭受了巨大的损失。我提到这件事,是想作为对年轻人的一个教训,如果他们将来替别人办事,他们就应该永远把账册弄得清楚而准确,而且要将款额上缴。如果他们能做到这种地步,那么他的品德就可以成为他最有力的推荐书,能够为他谋得新的职位,并且招徕更多的生意。

I began now to turn my thoughts a little to public affairs, beginning, however, with small matters. The city watch was one of the first things that I conceiv'd to want regulation. It was managed by the constables of the respective wards in turn; the constable warned a number of housekeepers to attend him for the night. Those who chose never to attend paid him six shillings a year to be excus'd, which was suppos'd to be for hiring substitutes, but was, in reality, much more than was necessary for that purpose, and made the constableship a place of profit; and the constable, for a little drink, often got such ragamuffins about him as a watch, that respectable housekeepers did not choose to mix with. Walking the rounds, too, was often neglected, and most of the nights spent in tippling. I thereupon wrote a paper, to be read in Jun to, representing these irregularities, but insisting more particularly on the inequality of this six-shilling tax of the constables, respecting the circumstances of those who paid it, since a poor widow housekeeper, all whose property to be guarded by the watch did not perhaps exceed the value of fifty pounds, paid as much as the wealthiest merchant, who had thousands of pounds worth of goods in his stores.

On the whole, I proposed as a more effectual watch, the hiring of proper men to serve constantly in that business; and as a more equitable way of supporting the

现在我开始把我的思想稍稍转移到公共事务上去了;但是,我是从小事着手的。费城的巡夜制度是我认为亟须规范的要事之一。巡夜原来是由各区警官轮流负责的,由警官通知一些户主,在晚上跟他去巡夜。那些不愿巡夜的人,每年要出6先令,就可以免去这项差事。这笔钱原本是用来雇人替代巡夜的,但事实上,它大大超过了实际需要,这就使得警官成为一个有利可图的职位。警官常常找来一些乞丐无赖,只要给他们喝一点儿酒,就叫他们和他一起去巡夜,那些有地位的户主当然不愿与他们为伍。于是,巡夜工作常常被忽略了,大多数夜晚都是在喝酒中度过的。因此,我写了一篇文章,准备在共读社中宣读,指出了这些非正常现象,但是特别强调指出了警察征收6先令税的不平等情况,因为它没有考虑纳税人的经济情况,一个穷苦的寡妇户主,其需要保护的全部财产也许不超过50英镑的价值,但是却要支付和一个仓库里面贮藏着价值几千英镑货物的大富商完全一样的巡夜税。

从整体来讲,我提出了一个比较有效的巡夜制度,那就是雇用适当的人,经常从事巡夜工作;我还提出了一个比较公平的摊派巡夜费用的办法,就是按照财

charge the levying a tax that should be proportion'd to the property. This idea, being approv'd by the Junto, was communicated to the other clubs, but as arising in each of them; and though the plan was not immediately carried into execution, yet, by preparing the minds of people for the change, it paved the way for the law obtained a few years after, when the members of our clubs were grown into more influence.

About this time I wrote a paper (first to be read in Junto, but it was afterward publish'd) on the different accidents and carelessnesses by which houses were set on fire, with cautions against them, and means proposed of avoiding them. This was much spoken of as a useful piece, and gave rise to a project, which soon followed it, of forming a company for the more ready extinguishing of fires, and mutual assistance in removing and securing the goods when in danger. Associates in this scheme were presently found, amounting to thirty. Our articles of agreement oblig'd every member to keep always in good order, and fit for use, a certain number of leather buckets, with strong bags and baskets (for packing and transporting of goods), which were to be brought to every fire; and we agreed to meet once a month and spend a social evening

Poor Richard, 1733.
AN
Almanack
For the Year of Chrift
1733,
Being the Firft after LEAP YEAR:

And makes fince the Creation	Years
By the Account of the Eastern *Greeks*	7241
By the Latin Church, when ☉ ent. ♈	6932
By the Computation of *W. W.*	5742
By the *Roman* Chronology	5682
By the *Jewish* Rabbies	5494

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富兰克林的《穷理查历书》

产比例来课税。这项计划在获得共读社同意之后，传到了各个分社，但是却作为各个分社自己提出来的计划；虽然这项计划并没有立刻付诸实施，但是我们在人们的思想上为这次变革做好了准备，为几年后通过的那条法律铺平了道路。到那时，我们社员的社会地位已经日渐重要了。

大概在这时候，我写了一篇文章（先是在共读社中宣读，但后来却发表了），讨论了酿成火灾的各种事故和疏忽，以及防火须知事项。这被认为是一篇有益的文章，因此，为了迅速扑灭火灾，以及在发生危险时相互协助搬运和保管货物，有人提出了组建消防队的计划，这项计划不久就落实了。消防队很快就建起来了，有 30 个人。根据我们的合同，每个队员必须经常保持一定数量的、适合使用的皮水桶和结实的袋子及篮子（用来装运货物），一有火灾就立即把它们运到

together, in discoursing and communicating such ideas as occurred to us upon the subject of fires, as might be useful in our conduct on such occasions.

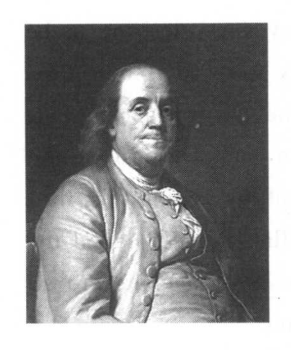
The utility of this institution soon appeared, and many more desiring to be admitted than we thought convenient for one company, they were advised to form another, which was accordingly done; and this went on, one new company being formed after another, till they became so numerous as to include most of the inhabitants who were men of property; and now, at the time of my writing this, tho' upward of fifty years since its establishment, that which I first formed, called the Union Fire Company, still subsists and flourishes, tho' the first members are all deceas'd but myself and one, who is older by a year than I am.

The small fines that have been paid by members for absence at the monthly meetings have been apply'd to the purchase of fire-engines, ladders, fire-hooks, and other useful implements for each company, so that I question whether there is a city in the world better provided with the means of putting a stop to beginning conflagrations; and, in fact, since these institutions, the city has never lost by fire more than one or two houses at a time, and the flames have often been extinguished before the house in which they began has been half consumed.

现场。我们决定每个月碰一次面，开一次社交晚会，讨论和交换我们所想到的有关防火事项的看法，这种知识在发生火灾时或许对我们有用。

这个消防队的用处不久就很明显了，愿意加入的人大大超过了我们认为的每个队所应有的适当限额。我们就劝他们另外组建一个队，他们照办了。就这样，新的消防队一个接一个，不断地组建起来，直到后来它们变得太多了，大多数有房产的居民都加入进来了。现在，当我正写到这里时，我最初建立的叫“联合消防队”的组织，虽然从开始到现在已经过去50多年了，但是它还存在，而且还很活跃，尽管第一批队员除了我和另外一位比我大一岁的人以外，其余的人全都去世了。

队员们因为缺席每个月的例会而缴纳的小额罚金，被用来购置救火机、云梯和其他对消防队有用的器械。因此，我猜想这个世界上再也没有其他城市能比费城更迅速地制止刚开始的火灾；而且，事实上，自从组建了这些消防队之后，费城从来没有因为火灾而一次烧毁过一两间以上住房的，通常是着火的房屋在烧掉一半以前，火焰早就已经被扑灭了。



Chapter 8

In 1739 arrived among us from Ireland the Reverend Mr. Whitefield, who had made himself remarkable there as an itinerant preacher. He was at first permitted to preach in some of our churches; but the clergy, taking a dislike to him, soon refus'd him their pulpits, and he was oblig'd to preach in the fields. The multitudes of all sects and denominations that attended his sermons were enormous, and it was matter of speculation to me, who was one of the number, to observe the extraordinary influence of his oratory on his hearers, and how much they admir'd and respected him, notwithstanding his common abuse of them, by assuring them that they were naturally half beasts and half devils. It was wonderful to see the change soon made in the manners of our inhabitants. From being thoughtless or indifferent about religion, it seem'd as if all the world were

第8章

1739年，我们这儿从爱尔兰来了一位怀特菲尔德牧师，他在爱尔兰是一位著名的巡回传教士。最初，他们允许他在我们的一些教堂讲道，但是牧师们讨厌他，不久就拒绝他在他们的教堂讲道了，所以他只好去野外讲道。前去听他讲道的、属于各个不同教派的人非常之多，我也是其中之一。值得思考的是，我看到他的演讲对他的听众具有非常大的影响，而且尽管他常常辱骂他们，说他们天生是一半畜生一半魔鬼，但他们还是非常赞美他、尊敬他。令人称奇的是，他的讲道使得我们居民的风俗习惯发生了极大的变化。因为人们原先认为宗教无足重轻，可是现在看来，整个世界的人好像全都变成了宗教迷，如果有人在晚上去城里走一趟的话，他就会听

growing religious, so that one could not walk thro' the town in an evening without hearing psalms sung in different families of every street.

And it being found inconvenient to assemble in the open air, subject to its inclemencies, the building of a house to meet in was no sooner propos'd, and persons appointed to receive contributions, but sufficient sums were soon receiv'd to procure the ground and erect the building, which was one hundred feet long and seventy broad, about the size of Westminster Hall; and the work was carried on with such spirit as to be finished in a much shorter time than could have been expected. Both house and ground were vested in trustees, expressly for the use of any preacher of any religious persuasion who might desire to say something to the people at Philadelphia; the design in building not being to accommodate any particular sect, but the inhabitants in general; so that even if the Mufti of Constantinople were to send a missionary to preach Mohammedanism to us, he would find a pulpit at his service.

Mr. Whitefield, in leaving us, went preaching all the way thro' the colonies to Georgia. The settlement of that province had lately been begun, but, instead of being made with hardy, industrious husbandmen, accustomed to labor, the only people fit for such an enterprise, it was with families of broken shop-keepers and other

到每条街上的各个家庭都在唱赞美歌。

由于发现露天集会要受到天气的影响而很不方便，于是就有人提出修建教堂的计划。这项计划刚一提出来，接受捐款的人刚被指定，马上就募集到了足够的款项，作为购买地皮修建教堂的费用。这座教堂长100英尺，宽70英尺，面积大约和威斯敏斯特教堂差不多。建筑工程是在如此热烈的气氛中进行，以至于它在极短的、出人意料的时间内就完成了。全部房地产由董事会来管理，并且明文规定：相信任何宗教的传教士如果要对费城人民讲道，都可以使用这座教堂，因为它的修建原本就不是特意为了方便某一教派的，而是为了全体人民。所以，即使是君士坦丁堡的伊斯兰教徒准备派一个传教士来向我们宣扬伊斯兰教，他也可以找到一个讲坛来供他使用。

怀特菲尔德先生离开我们之后，一路上讲道，经过了各殖民地，来到佐治亚。佐治亚的殖民才刚开始不久，但是移居到那里的不是那些习惯于苦干的吃苦耐劳的庄稼汉（他们是唯一适合干垦殖事业的人），而是一些破产的商人及其家属，以及其他破产的债务人，其中许多人有好吃懒做的习惯，刚从监狱里面释放出

insolvent debtors, many of indolent and idle habits, taken out of the jails, who, being set down in the woods, unqualified for clearing land, and unable to endure the hardships of a new settlement, perished in numbers, leaving many helpless children unprovided for. The sight of their miserable situation inspir'd the benevolent heart of Mr. Whitefield with the idea of building an Orphan House there, in which they might be supported and educated. Returning northward, he preach'd up this charity, and made large collections, for his eloquence had a wonderful power over the hearts and purses of his hearers, of which I myself was an instance.

I did not disapprove of the design, but, as Georgia was then destitute of materials and workmen, and it was proposed to send them from Philadelphia at a great expense, I thought it would have been better to have built the house here, and brought the children to it. This I advis'd; but he was resolute in his first project, rejected my counsel, and I therefore refus'd to contribute.

I happened soon after to attend one of his sermons, in the course of which I perceived he intended to finish with a collection, and I silently resolved he should get nothing from me, I had in my pocket a handful of copper money, three or four silver dollars, and five pistoles in gold. As he proceeded I began to soften, and

来。他们在森林里住了下来，但是因为不能胜任开垦土地的工作，不能忍受新垦殖区的艰苦生活，就大批地死亡了，留下了一大群孤苦无依的儿童。在看到这种悲惨的情况之后，怀特菲尔德先生的仁慈之心大受感动，他就想在那里开办一家孤儿院，来抚养和教育这些孩子。在返回北方的途中，他宣传了这一慈善事业，募集到了大量捐款，因为他的口才有一种神奇的力量，能打动他的听众，心悦诚服地慷慨解囊，我自己就是这样一个例子。

我并不反对这项计划，但是因为佐治亚当时还缺乏建筑材料和工人，于是有人提议出高价把这些东西从费城运去。但是我想如果把孤儿院建在这里，并把孩子们接过来，那样岂不是更好?我向他提出了这个建议，但是他坚持原来的计划，而不听我的劝告，因此我就拒绝捐款。

不久以后，我偶尔有一次听他讲道，当时我就看出来，他打算在讲道结束时募捐一次，我暗下决心，让他休想从我这里得到一份一毫。这时我的口袋里有少量的铜币、三四块银币和5块金币。在他讲的时候，我就开始变软了，决定把铜币给他；接着，他的演讲魅力又使我感到惭愧，我决定把银币给他；但是，

concluded to give the coppers. Another stroke of his oratory made me asham'd of that, and determin'd me to give the silver; and he finish'd so admirably, that I empty'd my pocket wholly into the collector's dish, gold and all.

At this sermon there was also one of our club, who, being of my sentiments respecting the building in Georgia, and suspecting a collection might be intended, had, by precaution, emptied his pockets before he came from home. Towards the conclusion of the discourse, however, he felt a strong desire to give, and apply'd to a neighbour, who stood near him, to borrow some money for the purpose. The application was unfortunately [made] to perhaps the only man in the company who had the firmness not to be affected by the preacher. His answer was, "At any other time, Friend Hopkinson, I would lend to thee freely; but not now, for thee seems to be out of thy right senses."

Some of Mr. Whitefield's enemies affected to suppose that he would apply these collections to his own private emolument; but I who was intimately acquainted with him (being employed in printing his Sermons and Journals, etc.), never had the least suspicion of his integrity, but am to this day decidedly of opinion that he was in all his conduct a perfectly honest man, and methinks my testimony in his

他结束时讲得太动人了,我把口袋里的钱全都掏了出来,放进了捐盘,包括金币和其他一切。

同时听讲道的还有我们共读社的一位成员,他也和我一样不赞成在佐治亚修建孤儿院,而且他猜想或许会收捐,所以为了做好预防,他从家里出来之前就掏空了口袋。但是,在讲道快要结束时,他非常想捐钱,于是就请站在他边上的一个邻居借钱给他来捐赠。但不幸的是,他被邻居拒绝了,这位邻居也许是当时听众中唯一有坚强毅力而不受这位传教士影响的人。他的回答是:"在任何其他时候,霍布金森兄弟,你想借多少我都会借给你。但现在可不行,因为您好像神经错乱了。"

怀特菲尔德先生的一些敌人故意宣称,他会把这些捐款当作他自己的报酬,但是我和他很熟悉(我经常被他请去替他印刷讲道文、日记等),我向来一点都不怀疑他的诚实廉洁,直到今天我仍然坚决相信,他在各种行动中是一个完完全全的诚实君子。我想我为他作证的话,应当会受到较高的重视,因为我们不属于同一个教派。的确,他曾为我的改信而祈祷过,但是我从来没有接受他的建议,他也

favour ought to have the more weight, as we had no religious connection. He us'd, indeed, sometimes to pray for my conversion, but never had the satisfaction of believing that his prayers were heard. Ours was a mere civil friendship, sincere on both sides, and lasted to his death.

The following instance will show something of the terms on which we stood. Upon one of his arrivals from England at Boston, he wrote to me that he should come soon to Philadelphia, but knew not where he could lodge when there, as he understood his old friend and host, Mr. Benezet, was removed to Germantown. My answer was, "You know my house; if you can make shift with its scanty accommodations, you will be most heartily welcome." He reply'd, that if I made that kind offer for Christ's sake, I should not miss of a reward. And I returned, "Don't let me be mistaken; it was not for Christ's sake, but for your sake."

One of our common acquaintance jocosely remark'd, that, knowing it to be the custom of the saints, when they received any favour, to shift the burden of the obligation from off their own shoulders, and place it in heaven, I had contriv'd to fix it on earth.

怀特菲尔德牧师

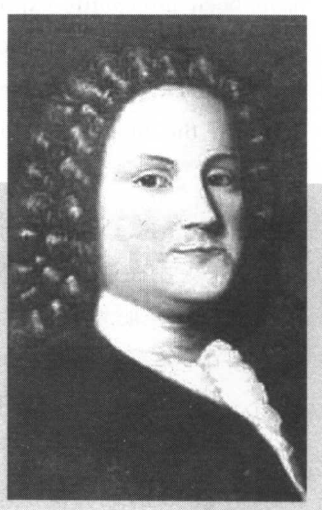
并没有因此而感到快慰。我们的关系仅仅是一种世俗的友谊，双方都是以诚相待，这种友谊一直持续到他去世为止。

下面的事实将能说明我们之间的交情深浅。有一次，他从英国来到波士顿，他写信给我说，他不久就要到费城来，但是在费城期间他不知道能住在什么地方，因为他听说他的老朋友、从前招待他的贝内舍先生已经搬到日耳曼镇去了。我回答说："你知道我家。如果你不嫌简陋的话，我们非常欢迎你来。"他回答我说，如果我是因为基督的原因而愿意招待他的话，上帝一定会祝福我的。我回答说："不要把我弄错了。我可不是看在基督的面子上，而是看在你的面子上。"

我们俩都认识的一个熟人开玩笑说，因为我知道圣徒们有一个习惯，那就是当他们受到任何款待的时候，总是不愿把这份人情记在他们自己身上，而是把它记在天上，而我却偏偏把它记在了圣徒本人身上。

The last time I saw Mr. Whitefield was in London, when he consulted me about his Orphan House concern, and his purpose of appropriating it to the establishment of a college.

He had a loud and clear voice, and articulated his words and sentences so perfectly, that he might be heard and understood at a great distance, especially as his auditories, however numerous, observ'd the most exact silence. He preach'd one evening from the top of the Court-house steps, which are in the middle of Market-street, and on the west side of Second-street, which crosses it at right angles. Both streets were fill'd with his hearers to a considerable distance. Being among the hindmost in Market-street, I had the curiosity to learn how far he could be heard, by retiring backwards down the street towards the river; and I found his voice distinct till I came near Front-street, when some noise in that street obscur'd it. Imagining then a semi-circle, of which my distance should be the radius, and that it were fill'd with auditors, to each of whom I allow'd two square feet, I computed that he might well be heard by more than thirty thousand. This reconcil'd me to the newspaper accounts of his having preach'd to



富兰克林像

上次我遇见怀特菲尔德先生是在伦敦，当时他向我咨询了有关孤儿院房产的问题。他说他打算把这些建筑用来开办一所大学。

他的声音洪亮而清晰，每个字、每句话的发音都非常的清晰，以至于人们站在很远的地方也能听清楚他的话，特别是因为他的听众，无论有多少人，总是极其安静地听他讲话。有一天晚上，他站在法院台阶的最上一层讲道，法院位于市场街中段和第二街西段，这两条街正好是成直角。两条街上都站满了他的听众，直到很远的地方。我站在市场街最后的地方，想知道他的声音究竟能听到多远，我沿着街道一直向后退，来到了河边，我发现他的声音一直到离前街不远的地方还能听清楚，直到前街的喧闹声才把它淹没。当时我就想，如果以我的距离作一个半圆形，里面站满听众，假设每个人所占的面积为 2 平方英尺，我算出来超过 3 万的人能听到他的讲话。我这才相信报纸上报道的，说他曾

twenty–five thousand people in the fields, and to the antient histories of generals haranguing whole armies, of which I had sometimes doubted.

By hearing him often, I came to distinguish easily between sermons newly compos'd, and those which he had often preach'd in the course of his travels. His delivery of the latter was so improv'd by frequent repetitions that every accent, every emphasis, every modulation of voice, was so perfectly well turn'd and well plac'd, that, without being interested in the subject, one could not help being pleas'd with the discourse; a pleasure of much the same kind with that rec eiv'd from an excellent piece of musick. This is an advantage itinerant preachers have over those who are stationary, as the latter can not well improve their delivery of a sermon by so many rehearsals.

His writing and printing from time to time gave great advantage to his enemies; unguarded expressions, and even erroneous opinions, delivered in preaching, might have been afterwards explain'd or qualifi'd by supposing others that might have accompani'd them, or they might have been deny'd; but litera scripta monet. Critics attack'd his writings violently, and with so much appearance of reason as to diminish the number of his votaries and prevent their encrease; so that I am of

经在野外对着 25000 人讲道，并相信了古代历史上将军们向全军大声演说的记载，这些我在过去有时候是怀疑的。

由于经常听他讲道，我逐渐地能够很容易分清楚他刚写好的讲道文和那些在旅行中已经讲过多次的讲道文。由于反复宣讲，他用后一类讲道时，他的演讲就有了很大的改进，以至于每个词和每个句子的重音都放得恰到好处，声调抑扬顿挫，异常完美，即使一个人对他的讲道内容不感兴趣，但也会情不自禁地对他的演讲感兴趣，这种愉快就好像听优美的音乐时所引起的快感。这是巡回传教士比固定的牧师有利的地方，因为后者不能通过反复使用同一篇讲道文来很好地改进他的演讲技巧。

他偶然撰写和发表的一些著作，却大大帮助了他的敌人。假如在讲道时不小心说错了话，或者甚至是提出了错误的意见，那么以后还可以加以解释，或者是通过上下文的关系来对它的意义进行限制，或者干脆直接否认；然而，文字的证据是不能磨灭的。他的敌人猛烈地攻击他的著作，他们的批评看起来好像非常有道理，这使得他的信徒减少了，他们的人数也没有再增长。因此，我认为如果他不

opinion if he had never written any thing, he would have left behind him a much more numerous and important sect, and his reputation might in that case have been still growing, even after his death, as there being nothing of his writing on which to found a censure and give him a lower character, his proselytes would be left at liberty to feign for him as great a variety of excellence, as their enthusiastic admiration might wish him to have possessed.

My business was now continually augmenting, and my circumstances growing daily easier, my newspaper having become very profitable, as being for a time almost the only one in this and the neighbouring provinces. I experienced, too, the truth of the observation, "that after getting the first hundred pound, it is more easy to get the second," money itself being of a prolific nature.

The partnership at Carolina having succeeded, I was encourag'd to engage in others, and to promote several of my workmen, who had behaved well, by establishing them with printing-houses in different colonies, on the same terms with that in Carolina. Most of them did well, being enabled at the end of our term, six years, to purchase the types of me and go on working for themselves, by which means several families were raised. Partnerships often finish in quarrels; but I was happy in this,

曾发表什么文章,他留下的信徒一定会更多,他建立的教派也一定会更重要,同时他的声誉即使在他死后也许还会不断上升,因为如果没有著作,就没有谴责或诋毁他的根据;他的信徒们就可以随意赋予他各种各样的优秀品质,由于他们热烈地崇拜他,他们也会希望他具有这些高贵品质的。

我的生意现在持续增加,我的境遇也一天比一天变好了,因为我的报纸利润很丰厚,有一段时期它曾是本州和邻近各州唯一的报纸;同时,我也体会到了这句话的真理,"在获得第一个一百镑之后,再赚第二个一百镑就容易多了,"因为金钱本身是能够钱生钱的。

我在卡罗来纳的合伙获得了成功,我因此而受到鼓励,想再提升一些品行一向端正的职工,按照在卡罗来纳合伙的条款,签订合伙协议,让他们在各个殖民地开设印刷厂。他们中的绝大多数人都做得很好,在我们的协议到期(6年)之后,他们都从我这里买了铅字,他们自己独立经营,这样他们就把许多子女抚养成人了。许多合伙经常是在争吵中走到尽头的,但是我在这方面却很愉快,因为

that mine were all carried on and ended amicably, owing, I think, a good deal to the precaution of having very explicitly settled, in our articles, every thing to be done by or expected from each partner, so that there was nothing to dispute, which precaution I would therefore recommend to all who enter into partnerships; for, whatever esteem partners may have for, and confidence in each other at the time of the contract, little jealousies and disgusts may arise, with ideas of inequality in the care and burden of the business, etc., which are attended often with breach of friendship and of the connection, perhaps with lawsuits and other disagreeable consequences.

I had, on the whole, abundant reason to be satisfied with my being established in Pennsylvania. There were, however, two things that I regretted, there being no provision for defense, nor for a compleat education of youth; no militia, nor any college. I therefore, in 1743, drew up a proposal for establishing an academy; and at that time, thinking the Reverend Mr. Peters, who was out of employ, a fit person to superintend such an institution, I communicated the project to him; but he, having more profitable views in the service of the proprietaries, which succeeded, declin'd the undertaking; and, not knowing another at that time suitable for such a trust, I let the scheme lie a while dormant. I succeeded better the next year, 1744, in proposing

我的合伙都进行得很顺利，结局也很和谐，我想这大部分是由于我事先防范了误会的发生，在我们的合同中非常明确地规定了每个合伙人应尽的义务和应有的权利，所以就不可能发生什么争执。因此，我想建议所有合伙做生意的人都采取这种预防措施，因为在签订合同时，无论双方多么相互尊敬和相互信任，但是日后也可能会出现小小的猜忌和抱怨，在业务管理和事务负担方面会产生不平等的感觉，等等，这样往往会导致友谊与合作的破裂，或许会引起法律和其他不愉快的后果。

总体来说，我对于我在宾夕法尼亚开业这一点是十分满意的。但是，我还是有两件事情感到遗憾，那就是没有防务，也没有一所教育青年的完整学校；没有民兵队，也没有一所大学。因此，我在 1743 年提出了一项建议，建立一所高等学校；当时由于考虑到彼得斯牧师正失业，我认为他是管理这样一所学校的适当人选，就把计划告诉了他。但是他因为想去赚大钱，给地主服务，而且已经成功地找到了这样的工作，所以就拒绝了这件事。因为我当时还想不出另一个适合这一职位的人，我就把这项计划搁置下来了。第二年（1744 年）我提出并

and establishing a Philosophical Society. The paper I wrote for that purpose will be found among my writings, when collected.

With respect to defense, Spain having been several years at war against Great Britain, and being at length join'd by France, which brought us into great danger; and the laboured and long-continued endeavour of our governor, Thomas, to prevail with our Quaker Assembly to pass a militia law, and make other provisions for the security of the province, having proved abortive, I determined to try what might be done by a voluntary association of the people.

To promote this, I first wrote and published a pamphlet, entitled Plain Truth, in which I stated our defenceless situation in strong lights, with the necessity of union and discipline for our defense, and promis'd to propose in a few days an association, to be generally signed for that purpose. The pamphlet had a sudden and surprising effect. I was call'd upon for the instrument of association, and having settled the draft of it with a few friends, I appointed a meeting of the citizens in the large building before mentioned. The house was pretty full; I had prepared a number of printed copies, and provided pens and ink dispers'd all over the room. I harangued them a little on the subject, read the paper, and explained it, and

顺利地成立了一个"哲学研究会"。我为此而写的一篇文章,将来等我的文集出版时,可以在里面找到。

至于关于防务问题,西班牙和英国已经打了好几年仗,最后法国也加入到西班牙这一边了,这就使得我们的处境非常危险。我们州长汤玛斯曾经不辞辛劳地不断努力,说服我们由教友会控制的州议会通过一条民兵法,并采取其他措施来保障本州的安全,但是这些努力都没有用,因此我就设法试着从人民中间征募义勇军。

为了促成这件事,我首先撰写并发表了一本小册子,名叫《平凡的真理》。在这本小册子里,我尤其强调指出了我们毫无防备的现状,指出为了我们的防务,我们有必要征集和训练军队,并且约定在几天之内将提议组建义勇军团队,广泛征募队员来加强防务。这本小册子产生了意想不到的、令人惊异的效果。有人向我索要入队志愿书,在和几个朋友商定了一份志愿书的草样之后,我就在前面提到过的大会堂里召集了一次市民大会。会堂里差不多坐满了人。我事先准备了已

then distributed the copies, which were eagerly signed, not the least objection being made.

When the company separated, and the papers were collected, we found above twelve hundred hands; and, other copies being dispersed in the country, the subscribers amounted at length to upward of ten thousand. These all furnished themselves as soon as they could with arms, formed themselves into companies and regiments, chose their own officers, and met every week to be instructed in the manual exercise, and other parts of military discipline. The women, by subscriptions among themselves, provided silk colors, which they presented to the companies, painted with different devices and mottos, which I supplied.

The officers of the companies composing the Philadelphia regiment, being met, chose me for their colonel; but, conceiving myself unfit, I declin'd that station, and recommended Mr. Lawrence, a fine person, and man of influence, who was accordingly appointed. I then propos'd a lottery to defray the expense of building a battery below the town, and furnishing it with cannon. It filled expeditiously, and the battery was soon erected, the merlons being fram'd of logs and fill'd with earth. We bought some old cannon from Boston, but, these not being sufficient, we wrote

经印好的入队志愿书，在会堂各处也预备好了笔墨。我向他们讲了一些关于防务的事情，宣读了志愿书，并做了解释，然后就把它们散发下去，人们热情地报了名，连一点异议都没有。

当大会解散之后，志愿书被收了上来，我们征募到了 1200 名以上的队员；还有其他一些志愿书被分发到其他各地，申请者终于超过了 1 万人。这些人全都尽快地自行备好了枪械，自己组织成团队或联队，选举出他们的长官，每个星期集合一次，进行器械训练和其他军事训练。妇女们则在她们自己中间募捐，购买了绸制彩旗，她们将这些彩旗送给了团队，旗上绘有各种图案和箴言，这些图案和箴言是由我提供的。

组成费城联队的各团军官开了会，选举我为他们的上校，但是因为我认为我自己不够资格，就谢绝了这个职位，并推荐了劳伦斯先生。他是一个品德高尚而又有地位的人，得到了大家的一致认可。然后，我又提议发行奖券，集资在城南修建炮台和配备大炮。资金很快就凑足了，炮台也很快就建好了，雉堞是用圆木构成的，里面填上了泥土。我们从波士顿买来几门旧大炮，但是因为数量不够，我们

to England for more, soliciting, at the same time, our proprietaries for some assistance, tho' without much expectation of obtaining it.

Meanwhile, Colonel Lawrence, William Allen, Abram Taylor, Esqr., and myself were sent to New York by the associators, commission'd to borrow some cannon of Governor Clinton. He at first refus'd us peremptorily; but at dinner with his council, where there was great drinking of Madeira wine, as the custom of that place then was, he softened by degrees, and said he would lend us six. After a few more bumpers he advanc'd to ten; and at length he very good-naturedly conceded eighteen. They were fine cannon, eighteen-pounders, with their carriages, which we soon transported and mounted on our battery, where the associators kept a nightly guard while the war lasted, and among the rest I regularly took my turn of duty there as a common soldier.

My activity in these operations was agreeable to the governor and council; they took me into confidence, and I was consulted by them in every measure wherein their concurrence was thought useful to the association. Calling in the aid of religion, I propos'd to them the proclaiming a fast, to promote reformation, and implore the blessing of Heaven on our undertaking. They embrac'd the motion; but, as it was

就写信到英国再订购一些；同时，向我们的业主请求援助，虽然从他们那里我们不能奢望得到更多。

同时，团队派劳伦斯上校、威廉·阿伦先生、阿布朗·泰罗先生和我自己前往纽约，去向克林顿州长借几门大炮。他起初坚决拒绝了我们；但是，当他和他的参事进晚餐时，他们按照当时当地的习惯喝了大量的白葡萄酒，他的态度渐渐软化了，说他愿意借给我们6门大炮。在满满地喝了几大杯酒之后，他又提高到了10门；到最后，他十分温厚地答应给我们18门大炮。这些大炮质地优良，是18磅的大炮，还带有炮架。不久，我们就把它们运了回来，装在我们的炮台上。在战争持续的期间，团队每夜都在炮台上放哨，我和其他队员按时轮流值勤，就像一个普通士兵一样。

我在这些方面的活动受到了州长和参事会的欢迎，他们把我当成了知心朋友，他们还向我请教，他们应当采取什么措施会有益于团练。为了获得宗教支持，我请他们宣布吃斋一日，以改进军队，并祈求上帝祝福我们的事业。他们很欢迎

the first fast ever thought of in the province, the secretary had no precedent from which to draw the proclamation. My education in New England, where a fast is proclaimed every year, was here of some advantage: I drew it in the accustomed stile, it was translated into German, printed in both languages, and divulg'd thro' the province. This gave the clergy of the different sects an opportunity of influencing their congregations to join in the association, and it would probably have been general among all but Quakers if the peace had not soon interven'd.

It was thought by some of my friends that, by my activity in these affairs, I should offend that sect, and thereby lose my interest in the Assembly of the province, where they formed a great majority. A young gentleman who had likewise some friends in the House, and wished to succeed me as their clerk, acquainted me that it was decided to displace me at the next election; and he, therefore, in good will, advis'd me to resign, as more consistent with my honour than being turn'd out. My answer to him was, that I had read or heard of some public man who made it a rule never to ask for an office, and never to refuse one when offer'd to him.

"I approve," says I, "of his rule, and will practice it with a small addition; I shall never ask, never refuse, nor ever resign an office. If they will have my office of

这项提议;然而,由于这在宾州是第一次举行斋日,所以秘书找不到先例来起草文告。我是在新英格兰接受的教育,在那里,这种斋日是每年都要举行的,因此我所受的教育在这里也有点儿帮助。我就按照传统格式起草了一份文告,将它译成德文,然后用两种语言印出来,向全州公布。这就给了各个教派的牧师一个机会,去鼓励他们的会众参加团队。如果不是战争很快就结束了的话,也许除了教友会以外的各个教派都会广泛地加入进来呢。

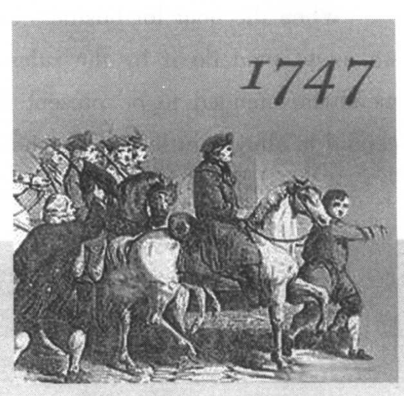
我的一些朋友认为,我在这些事务上的活动将会触犯教友会,并因此失去我在宾州州议会中的利益,因为他们是州议会中的绝大多数。一位年轻的绅士,他在州议会也有一些朋友,想接替我担任州议会的秘书,就对我说,议员们已经决定在下次选举时免掉我,于是他出于善意地劝我辞职,认为辞职比免职要体面得多。我对他的回答是,我曾经读过或听说过有一位政治家,他有一条原则:从不乞求一个职位,但是请他任职时他也从不会拒绝。

"我赞成他的原则,"我说,"我将会执行它,还要增加小小的一点;我将从不请求职位,也从不拒绝职位,同时也从不辞职。假如他们把我的秘书职位交给另

clerk to dispose of to another, they shall take it from me. I will not, by giving it up, lose my right of some time or other making reprisals on my adversaries." I heard, however, no more of this; I was chosen again unanimously as usual at the next election. Possibly, as they dislik'd my late intimacy with the members of council, who had join'd the governors in all the disputes about military preparations, with which the House had long been harass'd, they might have been pleas'd if I would voluntarily have left them; but they did not care to displace me on account merely of my zeal for the association, and they could not well give another reason.

Indeed I had some cause to believe that the defense of the country was not disagreeable to any of them, provided they were not requir'd to assist in it. And I found that a much greater number of them than I could have imagined, tho' against offensive war, were clearly for the defensive. Many pamphlets pro and con were publish'd on the subject, and some by good Quakers, in favour of defense, which I believe convinc'd most of their younger people.

A transaction in our fire company gave me some insight into their prevailing sentiments.



富兰克林组建民兵时的情景

外一个人,他们很可以将我免职。但是我决不辞职,因而失去在适当的时候报复我的对手的权利。"此后,我再也没有听到这件事了。在下一次选举时,我又一次全票当选,就像往常一样。可能是议员们不喜欢我近来和议会的参事交往过密(由于历任州长在军事准备问题上和州议会一向意见不一致,参事赞同州长,而州议会对这些问题总是感到头痛),他们想要我自动离开他们,但是他们不愿意仅仅因为我热心团练的事情就把我免职,而且他们又给不出其他更好的理由。

其实,我有理由相信,假如我们不要求州议会提供帮助的话,他们当中的任何人也不会不赞成防务建设。我发现他们当中有很多人虽然反对侵略战争,但是却赞同战争防御,这些人比我预料的要多得多。关于防务问题,双方发表了许多小册子,有一些赞成防务的小册子出自一些优秀的教友会教友之手,我相信这些文章说服了大多数年轻的教友会教友。

在我们消防队中有这么一件事,使我了解了教友会中流行的一种想法。有人

It had been propos'd that we should encourage the scheme for building a battery by laying out the present stock, then about sixty pounds, in tickets of the lottery. By our rules, no money could be dispos'd of till the next meeting after the proposal. The company consisted of thirty members, of which twenty-two were Quakers, and eight only of other persuasions. We eight punctually attended the meeting; but, tho' we thought that some of the Quakers would join us, we were by no means sure of a majority.

Only one Quaker, Mr. James Morris, appear'd to oppose the measure. He expressed much sorrow that it had ever been propos'd, as he said Friends were all against it, and it would create such discord as might break up the company. We told him that we saw no reason for that; we were the minority, and if Friends were against the measure, and outvoted us, we must and should, agreeably to the usage of all societies, submit.

When the hour for business arriv'd, it was mov'd to put the vote; he allow'd we might then do it by the rules, but, as he could assure us that a number of members intended to be present for the purpose of opposing it, it would be but candid to allow a little time for their appearing.

While we were disputing this, a waiter came to tell me two gentlemen below

提议，为了资助修建炮台，我们应当用当时消防队大约 60 英镑的资金来购买彩票。根据我们的规章，要动用款项，必须在建议提出来之后的下届会议中通过。消防队有 30 个成员，其中 22 人是教友会教友，只有 8 位是其他教派的成员。我们 8 个人准时出席了会议，虽然我们知道有一些教友会的教友将会支持我们，但是我们能否获得多数通过还毫无把握。

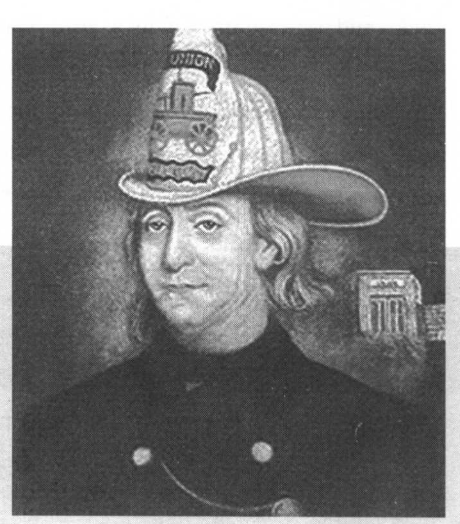
只有一位教友会教友詹姆斯·莫理斯先生出席会议，反对这项提案。他对这项提案的提出深表惋惜，因为他说所有教友会的教友都反对这件事，而且它将会引起争执，这种纷争或许会导致消防队解散。我们就告诉他，我们认为不会到那种地步，因为我们是少数，假如教友会教友反对这项提案的话，他们在投票时胜过我们，按照议事规程，我们必须而且应该服从多数。

讨论议案的时候到了，有人提议进行表决。他承认，按照规章我们可以在那时表决，但是因为他可以向我们保证，有许多会员准备出席反对这项议案，所以我们应该再稍微等一会儿，等他们出现。

当我们正在争论这件事时，一个侍者跑来告诉我，说楼下有两位绅士想和我

desir'd to speak with me. I went down, and found they were two of our Quaker members. They told me there were eight of them assembled at a tavern just by; that they were determin'd to come and vote with us if there should be occasion, which they hop'd would not be the case, and desir'd we would not call for their assistance if we could do without it, as their voting for such a measure might embroil them with their elders and friends.

Being thus secure of a majority, I went up, and after a little seeming hesitation, agreed to a delay of another hour. This Mr. Morris allow'd to be extreamly fair. Not one of his opposing friends appear'd, at which he express'd great surprize; and, at the expiration of the hour, we carry'd the resolution eight to one; and as, of the twenty-two Quakers, eight were ready to vote with us, and thirteen, by their absence, manifested that they were not inclin'd to oppose the measure, I afterward estimated the proportion of Quakers sincerely against defense as one to twenty-one only; for these were all regular members of that society, and in good reputation among them, and had due



富兰克林在消防队中的图像

谈话。我下了楼，发现是我们消防队的两位教友会成员。他们告诉我，有8位教友会的会员在附近一家酒店里，如果有必要，他们一定会来投票支持我们，但是他们希望不必这样做；而且说，假如我们不需要他们的帮助也可以通过议案的话，就不要叫他们来协助，因为他们投票赞成这样一项措施，将会使他们遭受他们的长者和朋友的责难。

既然有了这个把握，我就回到了楼上，经过一段假装的犹豫之后，我同意推迟一个小时。莫理斯先生认为这样做十分公正。但是，他那些反对的朋友一个也没有出现，这使他大为惊奇。一个小时后，我们以8:1的多数通过了这项提案。因为在22位教友会教友中，有8人愿意投票支持我们，有13人以不来开会表示他们不愿投票反对这项提案；所以我后来估计，真正反对的教友会教友的比例，是1:21，因为这些人全是教友会的忠实信徒，在他们中间声誉很好，而且也都知道

notice of what was propos'd at that meeting.

The honorable and learned Mr. Logan, who had always been of that sect, was one who wrote an address to them, declaring his approbation of defensive war, and supporting his opinion by many strong arguments. He put into my hands sixty pounds to be laid out in lottery tickets for the battery, with directions to apply what prizes might be drawn wholly to that service. He told me the following anecdote of his old master, William Penn, respecting defense.

He came over from England, when a young man, with that proprietary, and as his secretary. It was war-time, and their ship was chas'd by an armed vessel, suppos'd to be an enemy. Their captain prepar'd for defense; but told William Penn and his company of Quakers, that he did not expect their assistance, and they might retire into the cabin, which they did, except James Logan, who chose to stay upon deck, and was quarter'd to a gun. The suppos'd enemy prov'd a friend, so there was no fighting; but when the secretary went down to communicate the intelligence, William Penn rebuk'd him severely for staying upon deck, and undertaking to assist in defending the vessel, contrary to the principles of Friends, especially as it had not been required by the captain. This reproof, being before all the company, piqu'd

这次会议要讨论的事情。

德高望重而又博学多才的陆干先生，一直是教友会的教友，他写了一封公开信给教友会教友，说明他赞成防御战事，并且用了许多强有力的言论来支持他的观点。他给了我60英镑购买奖券，并且言明如果彩票中奖，全部奖金都捐献出来，用于修建炮台。关于防御战事，他还告诉了我一个故事，是关于他从前的主人威廉·潘的。

当他还是一位青年时，就跟着业主威廉·潘，从英国渡海来到美洲，他是他的秘书。当时还是战争时期，有一艘武装船紧紧地追赶着他们的船，他们猜想这是一艘敌船。他们的船长准备抵抗，但是他告诉威廉·潘和他的教友会随从说，他并不期望他们的协助，他们可以躲到舱里面去，他们真的下去了，只有詹姆斯·陆干除外，他选择了留在甲板上，奉命看守一门炮。这艘假想的敌船其实是一艘友好船只，所以并没有发生战争；但是当这位秘书跑下去报告消息时，威廉·潘却严厉地责备了他，说他留在了甲板上，参加保卫工作，违反了教友会的教规，特别是因为船长并没有要求他这样做。这种当众责骂，激怒了这位秘

the secretary, who answer'd, "I being thy servant, why did thee not order me to come down? But thee was willing enough that I should stay and help to fight the ship when thee thought there was danger."

My being many years in the Assembly, the majority of which were constantly Quakers, gave me frequent opportunities of seeing the embarrassment given them by their principle against war, whenever application was made to them, by order of the crown, to grant aids for military purposes. They were unwilling to offend government, on the one hand, by a direct refusal; and their friends, the body of the Quakers, on the other, by a compliance contrary to their principles; hence a variety of evasions to avoid complying, and modes of disguising the compliance when it became unavoidable. The common mode at last was, to grant money under the phrase of its being "for the king's use," and never to inquire how it was applied.

But, if the demand was not directly from the crown, that phrase was found not so proper, and some other was to be invented. As, when powder was wanting (I think it was for the garrison at



威廉·潘

书，他说："我是你的仆人，为什么你不命令我下去呢？但是当你觉得形势危急时，你倒是很愿意我留在上面，帮助保卫船只吧！"

我在州议会呆了许多年，他的绝大多数成员一直都是教友会教友，我常常有机会看到，由于他们在原则上反对战争，所以每当国王命令他们通过军事补助金的提案时，他们就会感到进退维谷。他们一方面不愿意直截了当地拒绝拨款而冒犯英国政府，但是另一方面也不愿意他们的朋友——教友会的大多数教友——违反他们的原则而去顺从国王的意旨。因此，他们就想出了各种各样的借口来推托，当实在难以推托时，他们就想出各种遮羞的办法来顺从国王。常用的办法，最终都是在"供国王使用"的名义下通过拨款，而且从不过问钱是怎么花的。

但是，假如命令不是直接从国王那里来的，这句话就不大适用了，这时他们

Louisburg), and the government of New England solicited a grant of some from Pennsilvania, which was much urg'd on the House by Governor Thomas, they could not grant money to buy powder, because that was an ingredient of war; but they voted an aid to New England of three thousand pounds, to be put into the hands of the governor, and appropriated it for the purchasing of bread, flour, wheat, or other grain. Some of the council, desirous of giving the House still further embarrassment, advis'd the governor not to accept provision, as not being the thing he had demanded; but be reply'd, "I shall take the money, for I understand very well their meaning; other grain is gunpowder," which he accordingly bought, and they never objected to it.

It was in allusion to this fact that, when in our fire company we feared the success of our proposal in favour of the lottery, and I had said to my friend Mr. Syng, one of our members, "If we fail, let us move the purchase of a fire-engine with the money; the Quakers can have no objection to that; and then, if you nominate me and I you as a committee for that purpose, we will buy a great gun, which is certainly a fire-engine."

"I see," says he, "you have improv'd by being so long in the Assembly; your

就得发明一些其他的方法来。例如，当新英格兰政府因为缺乏火药(我想是为了防守路易堡)而请求宾夕法尼亚拨给它一些火药时，汤玛斯州长极力主张州议会应当加以援助，而州议会又不能拨款去购买火药，因为火药是用于战争的东西；但是他们给新英格兰提供了3000英镑的援助，款项由州长掌握，用于购买粮食、面粉或其他粒状物。有些参事想给州议会更多的麻烦，就劝州长不要接受这笔款项，因为这不是他所想要的，但是他回答说："我将接受这笔钱，因为我很了解它的意义。所谓'其他粒状物'，就是指火药。"因此他买了火药，而他们也从来没有反对过这件事。

受这件事的启发，当我们在消防队因为害怕我们购买奖券的议案通不过时，我就对我的朋友沈先生(我们的一个队员)说："如果我们不能通过提案，那我们就提议，用这笔钱来购买一架救火机；教友会教友不会反对这件事的。然后，你就提我的名，我提你的名，组成一个购买机器的委员会，我们将买一门大炮，这当然是一架火机呀。"

"我明白了，"他说，"你在州议会呆了这么长时间，也有进步了。你这个双关

equivocal project would be just a match for their wheat or other grain."

These embarrassments that the Quakers suffer'd from having establish'd and published it as one of their principles that no kind of war was lawful, and which, being once published, they could not afterwards, however they might change their minds, easily get rid of, reminds me of what I think a more prudent conduct in another sect among us, that of the Dunkers. I was acquainted with one of its founders, Michael Welfare, soon after it appear'd. He complain'd to me that they were grievously calumniated by the zealots of other persuasions, and charg'd with abominable principles and practices, to which they were utter strangers.

I told him this had always been the case with new sects, and that, to put a stop to such abuse, I imagin'd it might be well to publish the articles of their belief, and the rules of their discipline. He said that it had been propos'd among them, but not agreed to, for this reason:

"When we were first drawn together as a society," says he, "it had pleased God to enlighten our minds so far as to see that some doctrines, which we once esteemed truths, were errors; and that others, which we had esteemed errors, were real truths. From time to time He has been pleased to afford us farther light, and

计划,简直可以和他们的'粮食或其他粒状物'相媲美啊。"

教友会认为任何战争都是非法的,他们将这一点当作他们的原则之一肯定下来,并宣扬出去,尽管他们后来改变了主张,但是这些原则已经公开了,所以他们也不可能很容易就把它们推翻了。他们由此而导致的进退两难,使我想起了我们中间的一个教派,它叫德国浸礼会,我认为他们采取了一种比较慎重的态度。这个教派成立后不久,我认识了它的创始人之一迈克尔·魏尔菲。他向我抱怨说,他们受到了其他教派狂热信徒的无端诬陷,说他们有一些令人憎恶的信条和习惯,这些其实是无稽之谈。

我告诉他说,这对于新成立的教派来说,是很常见的事,为了消灭这些流言蜚语,我认为最好是公布他们的信条和教规。他说这个主意在他们中间也曾有人提过,但是为了下面这个缘故而没有同意。

"当我们起初聚集在一起,成立这个教派时,"他说,"蒙上帝的启示,使我们看到了某些教条其实是谬误,而我们过去却认为它们是真理;而其他一些教条其实是真理,但我们过去却认为它们是谬误。上帝在不时地启发我们,我们的原则

our principles have been improving, and our errors diminishing. Now we are not sure that we are arrived at the end of this progression, and at the perfection of spiritual or theological knowledge; and we fear that, if we should once print our confession of faith, we should feel ourselves as if bound and confin'd by it, and perhaps be unwilling to receive farther improvement, and our successors still more so, as conceiving what we their elders and founders had done, to be something sacred, never to be departed from."

This modesty in a sect is perhaps a singular instance in the history of mankind, every other sect supposing itself in possession of all truth, and that those who differ are so far in the wrong; like a man traveling in foggy weather, those at some distance before him on the road he sees wrapped up in the fog, as well as those behind him, and also the people in the fields on each side, but near him all appears clear, tho' in truth he is as much in the fog as any of them. To avoid this kind of embarrassment, the Quakers have of late years been gradually declining the public service in the Assembly and in the magistracy, choosing rather to quit their power than their principle.

In order of time, I should have mentioned before, that having, in 1742, invented

在不断地改进，我们的错误在不断地减少。现在，我们还不敢断定，我们已经达到了这个过程的极点，我们心灵的或神学的知识已经尽善尽美；我们担心，万一我们公布我们的信条，我们将会觉得受到了它的约束和限制，而且可能会使我们不愿再去改进，我们的子孙也将会更加如此。因为我们是他们的长辈和创立者，他们会将我们做过或说过的事情当成神圣的事物，而不敢有丝毫背离。"

一个教派的这种谦虚在人类历史上也许是绝无仅有的，而其他教派总以为自己掌握了全部真理，而那些持不同见解的人是完全错误的。这就像一个人在大雾天的时候走路，在他前面路上远处的人，他看上去好像笼罩在大雾中，在他后面和两边田野里的人也是如此，但他身边的一切好像很清晰，实际上他和其他人一样都在大雾中。为了避免这种窘境，近年来一些教友会教友辞去了在州议会和政府中的职位，情愿选择放弃他们的权力，也不愿在原则上妥协。

按照时间顺序，我早就应该提到这件事了：1742 年，我发明了一种"开放式火炉"，它可以更好地给房间加热，同时还能节省燃料，因为冷空气在进炉时就被烘

an open stove for the better warming of rooms, and at the same time saving fuel, as the fresh air admitted was warmed in entering, I made a present of the model to Mr. Robert Grace, one of my early friends, who, having an iron-furnace, found the casting of the plates for these stoves a profitable thing, as they were growing in demand. To promote that demand, I wrote and published a pamphlet, entitled "An Account of the new-invented Pennsylvania Fireplaces; wherein their Construction and Manner of Operation is particularly explained; their Advantages above every other Method of warming Rooms demonstrated; and all Objections that have been raised against the Use of them answered and obviated," etc. This pamphlet had a good effect. Gov'r. Thomas was so pleas'd with the construction of this stove, as described in it, that he offered to give me a patent for the sole vending of them for a term of years; but I declin'd it from a principle which has ever weighed with me on such occasions, viz., That, as we enjoy great advantages from the inventions of others, we should be glad of an opportunity to serve others by any invention of ours; and this we should do freely and generously.


富兰克林发明的火炉，极大地节约了木柴

热了。我就制作了一个模型，作为礼物送给我的一位老朋友罗伯特·格莱斯先生。他开了一家铁砂厂。他发现制造这种火炉的铁板是一件获利很厚的生意，因为对它们的需求量越来越大了。为了推广销路，我编写并发表了一本小册子，定名为《新发明的宾夕法尼亚火炉说明书；特别说明其构造和使用方法，证明它们与其他一切取暖方法相比所具备的优点，回答并驳斥一切反对使用这种火炉的议论》。这本小册子起到了很好的效果，汤玛斯州长非常喜欢书中介绍的这种火炉的结构，甚至提议给我一段时期的专卖权；但是我拒绝了，因为我在这个问题上一直奉行这样一条原则，那就是：既然我们从别人的发明中享受到了巨大的便利，我们也应该乐于让别人利用我们的发明，而且我们应当无偿地、慷慨地把我们的发明贡献出来。

An ironmonger in London however, assuming a good deal of my pamphlet, and working it up into his own, and making some small changes in the machine, which rather hurt its operation, got a patent for it there, and made, as I was told, a little fortune by it.

And this is not the only instance of patents taken out for my inventions by others, tho' not always with the same success, which I never contested, as having no desire of profiting by patents myself, and hating disputes. The use of these fireplaces in very many houses, both of this and the neighbouring colonies, has been, and is, a great saving of wood to the inhabitants.

Peace being concluded, and the association business therefore at an end, I turn'd my thoughts again to the affair of establishing an academy. The first step I took was to associate in the design a number of active friends, of whom the Junto furnished a good part; the next was to write and publish a pamphlet, entitled Proposals Relating to the Education of Youth in Pennsylvania. This I distributed among the principal inhabitants gratis; and as soon as I could suppose their minds a little prepared by the perusal of it, I set on foot a subscription for opening and supporting an academy; it was to be paid in quotas yearly for five years; by so

但是,伦敦的一个铁器商人从我的小册子里剽窃了许多东西,把它改装成他自己的东西,并对机械做了一些小小的改变,这种改变只是降低了火炉的效力,结果在伦敦取得了专利,我听说他因此而发了一笔小财。

这并不是别人从我的发明中窃取专利权的唯一例子，虽然他们不一定都能够获得同样的成功,但是我从不跟他们争辩,因为我自己并不想通过专卖权来获利,而且我也不喜欢争吵。这种火炉被广泛使用于宾州和邻近的各个殖民地,已经并且正在为居民节约大量的木柴。

战争既然结束了,团练的工作因此也完了,我的思想又一次转到开办学院这件事上来了。我采取的第一步，就是邀请我朋友中的一些积极分子参加这项计划，他们当中有很多人是共读社的优秀成员；第二步就是编写和发表一本小册子,名叫《关于宾夕法尼亚青年教育的建议》。我把它免费赠送给了居民中有地位的人,当我认为他们已经读过这本小册子,因而在思想上有了一些准备之后,我就开始为开设和维持这所学院募捐了。捐款在5年内每年缴纳一次。通过这种分

dividing it, I judg'd the subscription might be larger, and I believe it was so, amounting to no less, if I remember right, than five thousand pounds.

In the introduction to these proposals, I stated their publication, not as an act of mine, but of some publick-spirited gentlemen, avoiding as much as I could, according to my usual rule, the presenting myself to the publick as the author of any scheme for their benefit.

The subscribers, to carry the project into immediate execution, chose out of their number twenty-four trustees, and appointed Mr. Francis, then attorney-general, and myself to draw up constitutions for the government of the academy; which being done and signed, a house was hired, masters engag'd, and the schools opened, I think, in the same year, 1749.

The scholars increasing fast, the house was soon found too small, and we were looking out for a piece of ground, properly situated, with intention to build, when Providence threw into our way a large house ready built, which, with a few alterations, might well serve our purpose. This was the building before mentioned, erected by the hearers of Mr. Whitefield, and was obtained for us in the following manner.

期缴款,我认为可以使认捐数额更大一些。事实上我相信也是如此,假如我记对了的话,总额不少于5000英镑。

在这些计划的序文中,我并没有把它们当作我自己的计划,而是将它们归功于一些热爱公益事业的绅士。因为按照我的惯例,我要尽可能地避免把我自己当作任何公益事业的发起人而公布出去。

为了尽快实现这项计划,捐款人从他们当中推选了21位理事,并且指定当时担任首席检察官的法兰西斯先生和我来起草这所学院的管理章程。这个章程拟好并通过了,校舍租好了,教师请来了,而学校就在同一年开学了,我想是在1749年。

学员的人数增加得很快,原来的校舍不久就容纳不下了,当时我们正在寻找一块地位适中的地皮,准备修建校舍。这时,上帝忽然赐给我们一所现成的大厦,只要稍加整饬,就很适合我们的需要。这就是上面提到过的大会堂,它是由怀特菲尔德先生的听众出资修建的。我们是通过下面的方式获得这栋大厦的。

It is to be noted that the contributions to this building being made by people of different sects, care was taken in the nomination of trustees, in whom the building and ground was to be vested, that a predominancy should not be given to any sect, lest in time that predominancy might be a means of appropriating the whole to the use of such sect, contrary to the original intention. It was therefore that one of each sect was appointed, viz., one Church–of–England man, one Presbyterian, one Baptist, one Moravian, etc., those, in case of vacancy by death, were to fill it by election from among the contributors. The Moravian happen'd not to please his colleagues, and on his death they resolved to have no other of that sect. The difficulty then was, how to avoid having two of some other sect, by means of the new choice.

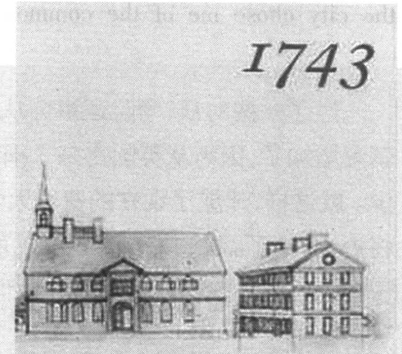
Several persons were named, and for that reason not agreed to. At length one mention'd me, with the observation that I was merely an honest man, and of no sect at all, which prevail'd with them to chuse me. The enthusiasm which existed when the house was built had long since abated, and its trustees had not been able to procure fresh contributions for paying the ground–rent, and discharging some other debts the building had occasion'd, which embarrass'd them greatly. Being now a member of both setts of trustees, that for the building and that for the Academy, I had a good

我已经提过，这座大会堂是由不同教派的人出资修建的，所以在推选该项房地产的托管理事时，他们就注意到了不让任何教派占有优势，以免日后有人利用这种优势，而把整栋房屋拨给某一教派单独使用，以至于违背修建这座会堂的初衷。因此，他们从每一个教派中推选出一人担任理事，也就是说：圣公会一人、长老会一人、浸礼会一人、摩拉维亚派一人，等等。如果有人死了出现空缺的话，就由理事会从捐款者当中推选出一人来填补。碰巧摩拉维亚派的那位理事与其他理事不和，他死了之后，理事会决定不再推选摩拉维亚派的人担任理事。问题在于，选举新的理事时，如何才能避免一个教派有两个理事。

有几个候选人被提出来了，但是因为上述原因而未能通过。终于有一位理事提到了我，因为他说我仅仅是一个诚实人，而且不属于任何教派，这一点说服了其他理事，他们就推选了我。当年修建会堂的那股热情早已烟消云散了，理事会找不到新的捐款来支付地租和其他与会堂有关的债务，这使得他们十分为难。由于我现在是两个理事会的理事，一个是会堂的理事，一个是学院的理事，因此我有很好的机会和两方商谈，最后使他们达成了一项协议。根据协议，会堂理事会

opportunity of negotiating with both, and brought them finally to an agreement, by which the trustees for the building were to cede it to those of the academy, the latter undertaking to discharge the debt, to keep for ever open in the building a large hall for occasional preachers, according to the original intention, and maintain a free-school for the instruction of poor children.

Writings were accordingly drawn, and on paying the debts the trustees of the academy were put in possession of the premises; and by dividing the great and lofty hall into stories, and different rooms above and below for the several schools, and purchasing some additional ground, the whole was soon made fit for our purpose, and the scholars remov'd into the building. The care and trouble of agreeing with the workmen, purchasing materials, and superintending the work, fell upon me; and I went thro' it the more cheerfully, as it did not then interfere with my private business, having the year before taken a very able, industrious, and honest partner, Mr. David Hall, with whose character I was well acquainted, as he had work'd for me four years. He took off my hands all care of the printing-office, paying me punctually my share of the profits. This partnership continued eighteen years, successfully for us both.



由富兰克林组织筹建的费城学院（即今宾夕法尼亚大学）

将把这座大会堂转让给学院理事会，由后者来承担偿还债务的责任，在会堂中永远划出一大间屋子，以备传教士们不时之需，并且遵照修建该堂的原意，开办一所学校，免费教育穷苦人家的孩子。

于是双方签订了合同，学院理事会还清了债务之后，接管了房产。我们把这座高大的会堂分成了两层，每层又隔成若干个房间用作讲堂。我们另外又买了一些地，整个场所不久就符合我们的需要了，学员们搬进了这所大楼。和工人签订合同、采购物资、监督工程等工作，都落在了我身上。我很乐意承担这些工作，因为它并不妨害我个人的业务，我在一年前已经与一个十分能干的、勤勉而诚实的合伙人大卫·荷尔先生合伙经营了。由于他以前为我工作了 4 年，所以我很了解他的性格。他使我从印刷厂的一切业务中解脱开来，按时付给我应得的红利。这次合伙维持了 18 年时间，对我们双方都很有益。

The trustees of the academy, after a while, were incorporated by a charter from the governor; their funds were increas'd by contributions in Britain and grants of land from the proprietaries, to which the Assembly has since made considerable addition; and thus was established the present University of Philadelphia. I have been continued one of its trustees from the beginning, now near forty years, and have had the very great pleasure of seeing a number of the youth who have receiv'd their education in it, distinguish'd by their improv'd abilities, serviceable in public stations and ornaments to their country.

When I disengaged myself, as above mentioned, from private business, I flatter'd myself that, by the sufficient tho' moderate fortune I had acquir'd, I had secured leisure during the rest of my life for philosophical studies and amusements. I purchased all Dr. Spence's apparatus, who had come from England to lecture here, and I proceeded in my electrical experiments with great alacrity; but the publick, now considering me as a man of leisure, laid hold of me for their purposes, every part of our civil government, and almost at the same time, imposing some duty upon me. The governor put me into the commission of the peace; the corporation of the city chose me of the common council, and soon after an alderman; and the

过了一些时候，学院理事会从州长那里领到了一份执照，成为了法人。他们的基金增加了，因为从英国寄来了捐款，地主们也捐献了土地，州议会至今也捐了不少。就这样，建成了现在的费城大学。我从一开始就一直是它的理事之一，到现在将近40年了。看到许多青年在这所大学接受了教育，因为他们的卓越才能而扬名于世，成为社会的有用之材，为他们的祖国增光添彩，我感受到了极大的愉悦。

如上所述，我放弃了私人业务，以使我在未来的时间内有足够的闲暇从事哲理的钻研，快快乐乐地度过晚年，因为当时我认为我已经有了一大笔财富，虽然数额有限，但是足以让我实现这个愿望。于是，我从斯宾塞博士那里购买了他从英国来美洲讲学时携带的全部仪器。我很快就开始做电力试验了。但是，人们都以为我现在是个有闲的人了，所以都要求我为他们做事情，例如政府的各个部门几乎同时要求我为他们做事，州长要我担任治安推事，市政府则推选我担任市议会议员，不久又推选我担任市参议员，而全体人民又推选我为州议员，好让我在州议会中代表他们的利益。由于我对于呆坐着听别人的辩论已经不耐烦了，所以

citizens at large chose me a burgess to represent them in Assembly. This latter station was the more agreeable to me, as I was at length tired with sitting there to hear debates, in which, as clerk, I could take no part, and which were often so unentertaining that I was induc'd to amuse myself with making magic squares or circles, or any thing to avoid weariness; and I conceiv'd my becoming a member would enlarge my power of doing good. I would not, however, insinuate that my ambition was not flatter'd by all these promotions; it certainly was; for, considering my low beginning, they were great things to me; and they were still more pleasing, as being so many spontaneous testimonies of the public good opinion, and by me entirely unsolicited.

The office of justice of the peace I try'd a little, by attending a few courts, and sitting on the bench to hear causes; but finding that more knowledge of the common law than I possess'd was necessary to act in that station with credit, I gradually withdrew from it, excusing myself by my being oblig'd to attend the higher duties of a legislator in the Assembly. My election to this trust was repeated every year for ten years, without my ever asking any elector for his vote, or signifying, either directly or indirectly, any desire of being chosen. On



富兰克林从印刷业中退出来之后，买了一栋房子，在这里从事科学研究工作

我倒是很乐意最后的那个职位。可是，身为州议会的秘书，我却不能参加那些辩论，而且那些枯燥是如此的无味和枯燥，所以我就只能在纸上涂鸦，写一些数字、画图形或是其他乱七八糟的东西来解闷。同时，我认为如果担任州议员，那么我就可以有更大的空间发挥作用。我绝不是说我对一切荣誉都不动心，更何况我认为对于像我这样一个出身低微的人来说，这些职位都是很不错的，我当然感到很荣耀，尤其是它们表明社会对于我的肯定和赞赏，这完全不是我自己通过钻营而得到的。

我做了一段时间的治安推事的职务，出了几次庭，也曾经开庭听人打过官司。可是我发现，要想做好这项工作，像我这样对于习惯法一点都不懂，显然是行不通的。于是，我就以在州议会中履行更重要的议员职责为借口，避开了这一职位。我从不主动要求选举人选举我，也不会直接或间接地表达我的愿望，可是此

taking my seat in the House, my son was appointed their clerk.

The year following, a treaty being to be held with the Indians at Carlisle, the governor sent a message to the House, proposing that they should nominate some of their members, to be join'd with some members of council, as commissioners for that purpose.The Housenamed the speaker （Mr. Norris） and myself; and, being commission'd, we went to Carlisle, and met the Indians accordingly.

As those people are extreamly apt to get drunk, and, when so, are very quarrelsome and disorderly, we strictly forbad the selling any liquor to them; and when they complain'd of this restriction, we told them that if they would continue sober during the treaty, we would give them plenty of rum when business was over. They promis'd this, and they kept their promise, because they could get no liquor, and the treaty was conducted very orderly, and concluded to mutual satisfaction. They then claim'd and receiv'd the rum; this was in the afternoon; they were near one hundred men, women, and children, and were lodg'd in temporary cabins, built in the form of a square, just without the town.

In the evening, hearing a great noise among them, the commissioners walk'd out to see what was the matter. We found they had made a great bonfire in the middle of the

后连续十年之久，我每年都当选为州议员。在我当州议员时，我的儿子当选为州议会的秘书。

第二年，由于我们要与印第安人在卡莱尔谈判，州长给州议会发来一份文件，要求从议员中指派几位和参事会的几个人一起组成专门谈判委员会。于是，州议会指派了我和州议会议长诺利斯先生，我们就去了卡莱尔。

由于印第安人嗜酒成性，而且他们喝醉酒之后，就会变得吵吵闹闹，没有任何规矩，所以我们严厉禁止向他们出售任何酒类饮料。当他们对禁酒之事抱怨时，我们就对他们说，如果他们能在谈判期间不喝酒的话，那么谈判结束之后，我们将送给他们大量甜酒。他们答应并遵守了诺言，因为他们没有地方能买到酒。结果，谈判进展得非常顺利，双方都很满意。谈判结束后，他们要甜酒，我们就给了他们。当时是下午。他们男女老少一共有大约 100 来人，住在城外面临时搭建的排成一个四方形的木屋子里。

在晚上，我们听到他们那里发出一阵喧哗声，委员们就跑到城外去看到底发生了什么事情。结果我们看见了这样的景象，甚至以为是看见地狱了：在四方形

square; they were all drunk, men and women, quarreling and fighting. Their dark-colour'd bodies, half naked, seen only by the gloomy light of the bonfire, running after and beating one another with firebrands, accompanied by their horrid yellings, form'd a scene the most resembling our ideas of hell that could well be imagin'd; there was no appeasing the tumult, and we retired to our lodging. At midnight a number of them came thundering at our door, demanding more rum, of which we took no notice.

The next day, sensible they had misbehav'd in giving us that disturbance, they sent three of their old counselors to make their apology. The orator acknowledg'd the fault, but laid it upon the rum; and then endeavored to excuse the rum by saying, "The Great Spirit, who made all things, made every thing for some use, and whatever use he design'd any thing for, that use it should always be put to. Now, when he made rum, he said 'Let this be for the Indians to get drunk with,' and it must be so."

And, indeed, if it be the design of Providence to extirpate these savages in order to make room for cultivators of the earth, it seems not improbable that rum may be the appointed means. It has already annihilated all the tribes who formerly inhabited the sea-coast.

In 1751, Dr. Thomas Bond, a particular friend of mine, conceived the idea of

的中央，是一个巨大的篝火在燃烧，在忽闪的火光之下，可以模糊地看见他们那褐色的半裸体，喝醉后相互追逐着，打闹着，叫喊着，发出可怕的声音，每个人都疯狂了。这种喧闹声经久不息，我们就回到住的地方去了。在午夜时分，一阵雷鸣般的敲门声把我们惊醒，竟然有几个印第安人来索求更多的甜酒，但是我们没有答应他们。

第二天，他们发现自己错了，就派了三个酋长来道歉。他们的发言人说他们错了，不该在那么晚还来打搅我们，可是那要怪罪甜酒。令人好笑的是，他马上又设法替甜酒开脱，说："既然万能之神创造了各种东西，必然要规定每个东西的用途，无论是好是坏都要遵照这个宗旨来使用。当神创造出甜酒时，就说：'这甜酒就是给印第安人喝醉用的。'所以，我们必须遵照神的旨意来行事。"

其实，假如上帝的旨意是要消灭这些土著，给殖民者让出土地来的话，那么甜酒可能就是上天赐予的手段了，因为它已经成功地毁灭了以前居住在沿海一带的所有部落。

1757 年，我的一位好友汤玛斯·庞德医生打算在费城开一家医院——这是

establishing a hospital in Philadelphia (a very beneficent design, which has been ascrib'd to me, but was originally his), for the reception and cure of poor sick persons, whether inhabitants of the province or strangers. He was zealous and active in endeavouring to procure subscriptions for it, but the proposal being a novelty in America, and at first not well understood, he met with but small success.

At length he came to me with the compliment that he found there was no such thing as carrying a public-spirited project through without my being concern'd in it. "For," says he, "I am often ask'd by those to whom I propose subscribing, Have you consulted Franklin upon this business? And what does he think of it? And when I tell them that I have not (supposing it rather out of your line), they do not subscribe, but say they will consider of it."

I enquired into the nature and probable utility of his scheme, and receiving from him a very satisfactory explanation, I not only subscrib'd to it myself, but engag'd heartily in the design of procuring subscriptions from others. Previously, however, to the solicitation, I endeavoured to prepare the minds of the people by writing on the subject in the newspapers, which was my usual custom in such cases, but which he had omitted.

The subscriptions afterwards were more free and generous; but, beginning to

一个用意十分良好的计划，有人说这计划是我的，但最初其实是他的——给穷困的病人治病，而不管是本州居民还是外地人。他热诚积极地为这项计划筹款，但由于这个建议在美洲尚属新生事物，人们一开始还不很了解它，所以他的努力没有什么成效。

最后，他不得不来我这儿寻求帮助。他恭维我说，他发现要想实现一项公益事业，我不参与是绝对不行的。"因为，"他说，"每当我向人们募捐时，人们常常这样问我：'你向富兰克林征询过意见没有?他是什么看法?'当我告诉他们，说我还没有和你提过此事时——因为我觉得这件事可能不是你所擅长的——他们就拒绝捐款，不过他们说他们将会考虑这件事的。"

在详细询问了他这项计划的性质和可能的用途之后，我对他的回答非常满意。于是，我不但捐了钱，而且还热情地准备去向其他人募捐。不过，在向人们募捐之前，我想办法在报纸上发表了一篇鼓吹这项计划的文章，以改变人们的思想观念。其实，这是我做这类事情的习惯，但是他却忽视了这一点。

从那以后，人们的捐款比以前踊跃多了。然而，好景不长，不久之后捐款就变

flag, I saw they would be insufficient without some assistance from the Assembly, and therefore propos'd to petition for it, which was done. The country members did not at first relish the project; they objected that it could only be serviceable to the city, and therefore the citizens alone should be at the expense of it; and they doubted whether the citizens themselves generally approv'd of it. My allegation on the contrary, that it met with such approbation as to leave no doubt of our being able to raise two thousand pounds by voluntary donations, they considered as a most extravagant supposition, and utterly impossible.

On this I form'd my plan; and asking leave to bring in a bill for incorporating the contributors according to the prayer of their petition, and granting them a blank sum of money, which leave was obtained chiefly on the consideration that the House could throw the bill out if they did not like it, I drew it so as to make the important clause a conditional one, viz., "And be it enacted, by the authority aforesaid, that when the said contributors shall have met and chosen their managers and treasurer, and shall have raised by their contributions a capital stock of —— value (the yearly interest of which is to be applied to the accommodating of the sick poor in the said hospital, free of charge for diet, attendance, advice, and medicines), and shall make

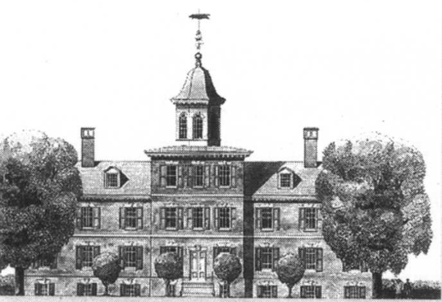
得越来越少了；我知道如果州议会不进行援助的话，再仅仅靠捐款是行不通的，因此我提出必须申请州议会津贴，而我们接下来也这样去做了。但是，代表乡村的议员们刚一开始并不赞同这项计划，他们提出了不同意见，认为这个医院只是考虑到城里人，所以应当完全由城里的市民来出资开办；同时，他们还怀疑是否有很多的城市居民同意这项计划。和他们的意见正好相反，我认为这项计划受到了市民的普遍欢迎，所以我们肯定能够筹集到2000英镑的资金，而他们则认为我这是一种奢望过高的想法，是完全兑现不了的。

我的计划就是在这样的基础上展开的。我要求州议会允许我提出一项议案，依照捐款人的请求，把他们组成一个社团，给予一定的补贴。这项议案之所以能通过，是因为州议会如果不喜欢它的时候，就可以否决它。于是，我就把重要的条款作为一个条件提了出来，说："经本议会同意，决定当上述捐款者组织起来，选出了理事和财务管理人员，筹集到了若干基金(其年利息用于为上述医院免费供应贫困病人的伙食、护理、治疗和药物)，并向当时的州议会议长提出合适的证明时，上述议长应当依法签署一份命令，州财务管理人员必须

the same appear to the satisfaction of the speaker of the Assembly for the time being, that then it shall and may be lawful for the said speaker, and be is hereby required, to sign an order on the provincial treasurer for the payment of two thousand pounds, in two yearly payments, to the treasurer of the said hospital, to be applied to the founding, building, and finishing of the same."

This condition carried the bill through; for the members, who had oppos'd the grant, and now conceiv'd they might have the credit of being charitable without the expence, agreed to its passage; and then, in soliciting subscriptions among the people, we urg'd the conditional promise of the law as an additional motive to give, since every man's donation would be doubled; thus the clause work'd both ways. The subscriptions accordingly soon exceeded the requisite sum, and we claim'd and receiv'd the public gift, which enabled us to carry the design into execution.

A convenient and handsome building was soon erected; the institution has by constant experience been found useful, and flourishes to this day; and I do not remember any of my political manoeuvres, the success of which gave me at the time more pleasure, or wherein, after thinking of it, I more easily excus'd myself for having made some use of cunning.



宾夕法尼亚医院东翼楼

给上述医院的财务管理人员支付2000英镑，分两年每年各支付一次，用于医院的开办、修建和装修。"

这一条件使得该议案得以通过，因为原来反对拨款的议员们现在认为，他们不花一分钱就可以获得慈善家的美名，因此他们赞成了这项议案。后来，当向人们募捐时，我们就强调这项议案中有附加条件的诺言，这样就刺激了人们的捐款，因为每个人的捐款都成倍增加了。这样，这一附加条件起到了两方面的作用：捐款总额不久就因此而超出了所需要的额度，而且我们提出要求并获得了政府资助，这就使得我们可以实施这项计划。

不久，一栋舒适而又美观的大楼建好了。长期的实践证明，这家医院是很有益处的。直到今天，它还很兴盛。在我的记忆中，我这一生的政治生涯，没有哪件事情的成功在当时给我这么大的欣慰，或者是当我在事后想起来时，能够如此容易地使我宽恕自己曾经略施了一个小计。

It was about this time that another projector, the Rev. Gilbert Tennent, came to me with a request that I would assist him in procuring a subscription for erecting a new meeting–house. It was to he for the use of a congregation he had gathered among the Presbyterians, who were originally disciples of Mr. Whitefield. Unwilling to make myself disagreeable to my fellow–citizens by too frequently soliciting their contributions, I absolutely refus'd. He then desired I would furnish him with a list of the names of persons I knew by experience to be generous and public–spirited. I thought it would be unbecoming in me, after their kind compliance with my solicitations, to mark them out to be worried by other beggars, and therefore refus'd also to give such a list. He then desir'd I would at least give him my advice.

"That I will readily do," said I; "and, in the first place, I advise you to apply to all those whom you know will give something; next, to those whom you are uncertain whether they will give any thing or not, and show them the list of those who have given; and, lastly, do not neglect those who you are sure will give nothing, for in some of them you may be mistaken."

He laugh'd and thank'd me, and said he would take my advice. He did so, for he ask'd of everybody,


富兰克林像

大约在这个时候，吉尔伯特·特南特牧师前来拜访我，他是另外一个发起人。他要求我帮助他筹款，建造一所新教堂，教堂将给他下面的长老会教友使用，他们原来是怀特菲尔德先生的信徒。由于我不想经常向人们募捐，使他们对我产生不满，所以我坚决拒绝了他。后来，他又要求我根据我的经验，给他提供一份乐善好施、热心公益的人的名单。我想，他们出于同情而接受了我的提议，捐出了钱之后还要受其他募捐者的纠缠，那我就太不近人情了，所以我也拒绝了他这一要求。再后来，他又请求我给他一些忠告。

"这倒是我乐意效劳的。"我说，"第一，我建议你去向那些你知道一定会出钱的人募捐；第二，去向那些你不知道是否会捐钱的人募捐，并且将已经捐了钱的人的名单给他们看；最后，就是别忘记问一下你认为不肯出钱的人，因为你可能会把他们当中的一些人看错的。"

他笑着感谢了我，说他愿意接受我的建议，并真的这样去做了。他向每一个

and he obtained a much larger sum than he expected, with which he erected the capacious and very elegant meeting-house that stands in Arch-street.

Our city, tho' laid out with a beautiful regularity, the streets large, strait, and crossing each other at right angles, had the disgrace of suffering those streets to remain long unpav'd, and in wet weather the wheels of heavy carriages plough'd them into a quagmire, so that it was difficult to cross them; and in dry weather the dust was offensive. I had liv'd near what was call'd the Jersey Market, and saw with pain the inhabitants wading in mud while purchasing their provisions. A strip of ground down the middle of that market was at length pav'd with brick, so that, being once in the market, they had firm footing, but were often over shoes in dirt to get there.

By talking and writing on the subject, I was at length instrumental in getting the street pav'd with stone between the market and the brick'd foot-pavement, that was on each side next the houses. This, for some time, gave an easy access to the market dry-shod; but, the rest of the street not being pav'd, whenever a carriage came out of the mud upon this pavement, it shook off and left its dirt upon it, and it was soon cover'd with mire, which was not remov'd, the city as yet having no scavengers.

人募捐。结果，他得到的捐款数额，远远比他预料的要多。这样，他在拱门街用这笔钱修建了一座非常雄伟辉煌的教堂。

虽然我们的城市规划美观而整齐，我们的街道宽阔而笔直，而且成直角形相互交错，但不幸的是，由于它们长期以来一直没有修过路面，所以一旦雨季来临时，沉重的马车轮就会把路面压成一片泥泞，人们很难行走；而在大晴天，则变得尘土飞扬，令人难以忍受。以前，我曾在泽西市场附近住过，每当我看到市民们购买食物必须在污泥中行走时，我的内心就非常不安。后来，市场中央那一长条地方终于铺上了砖块，所以市民们到市场时总算可以脚踏实地了，可是市场外面的街道仍旧泥泞不堪。

我和其他人讨论过这件事，也为此而写过文章，终于使得从市场到住宅前面的人行道这段道路铺上了石板。这样一来，人们在某些时间内就可以不弄脏鞋子，顺利到达市场了。不过，由于这条街其他地方还没有铺路，所以只要有一辆马车从泥泞的路面走上石路时，泥巴就会震落到地上，堆积在石板上，不久石板路上也会沾满泥巴。由于当时城里还没有清洁工，所以也就没有人去清除这些污泥。

After some inquiry I found a poor industrious man, who was willing to undertake keeping the pavement clean, by sweeping it twice a week, carrying off the dirt from before all the neighbours' doors, for the sum of sixpence per month, to be paid by each house.

I then wrote and printed a paper setting forth the advantages to the neighbourhood that might be obtain'd by this small expense; the greater ease in keeping our houses clean, so much dirt not being brought in by people's feet; the benefit to the shops by more custom, etc., etc., as buyers could more easily get at them; and by not having, in windy weather, the dust blown in upon their goods, etc., etc.

I sent one of these papers to each house, and in a day or two went round to see who would subscribe an agreement to pay these sixpences; it was unanimously sign'd, and for a time well executed. All the inhabitants of the city were delighted with the cleanliness of the pavement that surrounded the market, it being a convenience to all, and this rais'd a general desire to have all the streets paved, and made the people more willing to submit to a tax for that purpose.

After some time I drew a bill for paving the city, and brought it into the Assembly. It was just before I went to England, in 1757, and did not pass till I was gone. And

在经过一番调查之后，我找到了一个贫穷但是很勤劳的人，他愿意打扫街道，每周干两次，并且把每家门前的垃圾运走，每户人家每个月出6个便士。

接着，我就写了一份传单，打印了出来，指出了这一笔小小的费用可以为附近的居民创造出意想不到的好处。例如，家里从此可以变得比较容易弄干净了，因为人们脚上带进来的泥土减少了；顾客更愿意来到店铺中买东西，因为街道清扫干净了，顾客一多，那么商店的利润也就会增加；在刮风的时候，沙尘再也不会吹到他们的货物上去，等等。

我给每户人家都发了一份传单。过了一两天之后，我到每家去调查，看看究竟有多少人打算签订合同，支付这6便士。结果，每一户都签了这份合同。在一段时期内，这项计划进展得很顺利。因为这项计划给大家带来了便利，所以全市居民都感到很高兴，这就使得人们普遍要求将所有街道都修路面，他们也因此而更愿意为铺路而纳税了。

过了一段时间，我起草了一份议案，准备在费城铺路，并在州议会中提出了这份议案。这件事发生在1757年，刚好在我去英国之前。但是直到我离开美洲之

then with an alteration in the mode of assessment, which I thought not for the better, but with an additional provision for lighting as well as paving the streets, which was a great improvement.

It was by a private person, the late Mr. John Clifton, his giving a sample of the utility of lamps, by placing one at his door, that the people were first impress'd with the idea of enlighting all the city. The honour of this public benefit has also been ascrib'd to me but it belongs truly to that gentleman. I did but follow his example, and have only some merit to claim respecting the form of our lamps, as differing from the globe lamps we were at first supply'd with from London. Those we found inconvenient in these respects: they admitted no air below; the smoke, therefore, did not readily go out above, but circulated in the globe, lodg'd on its inside, and soon obstructed the light they were intended to afford; giving, besides, the daily trouble of wiping them clean; and an accidental stroke on one of them would demolish it, and render it totally useless.

I therefore suggested the composing them of four flat panes, with a long funnel above to draw up the smoke, and crevices admitting air below, to facilitate the ascent of the smoke; by this means they were kept clean, and did not grow dark in a few hours, as the London lamps do, but continu'd bright till morning, and an

后,这项议案才得以通过。当时对税额的估算方式做了某些变动,我认为并不很合适;不过,议案通过时还附有关于路灯的条款,这倒是一大进步。

已故的约翰·克利夫顿先生是一个普通百姓,他用实际行动说明了路灯的作用——他把一盏灯装在了他家门口。正是从他的这一行为中,人们才想到要在全城各处点灯的。我只是模仿了他的行为,并且在改进路灯的样式方面略微做了一些贡献,但是有人就把开创这项公益事业的荣誉归功于我,其实这应该是那位先生的功劳。我们的路灯与我们最初从伦敦购买的球形路灯是不一样的。这些圆形的路灯有一些缺点:由于空气不能从下面进去,因此烟难以从上面迅速地散出去,只能在圆球内打转,并粘在球壁上,不久就遮住了路灯发出来的光,而且每天还要擦拭灯罩,稍不小心就会碰破,整个灯罩就没有用了。

有鉴于此,我建议用 4 块平玻璃拼在一起,在上面装一根长烟囱,方便烟散出去;再在灯的下方开一道裂缝,以便空气进去,促进烟的上升。这样一来,灯罩就可保持干净,不会像伦敦的路灯在几小时内就变得黯淡无光了,而路灯也可以整个晚上都保持明亮,直到天亮。如果不小心碰到了,也只是打碎一块玻璃,重新

accidental stroke would generally break but a single pane, easily repair'd.

I have sometimes wonder'd that the Londoners did not, from the effect holes in the bottom of the globe lamps us'd at Vauxhall have in keeping them clean, learn to have such holes in their street lamps. But, these holes being made for another purpose, viz., to communicate flame more suddenly to the wick by a little flax hanging down thro' them, the other use, of letting in air, seems not to have been thought of; and therefore, after the lamps have been lit a few hours, the streets of London are very poorly illuminated.

The mention of these improvements puts me in mind of one I propos'd, when in London, to Dr. Fothergill, who was among the best men I have known, and a great promoter of useful projects.

I had observ'd that the streets, when dry, were never swept, and the light dust carried away; but it was suffer'd to accumulate till wet weather reduc'd it to mud, and then, after lying some days so deep on the pavement that there was no crossing but in paths kept clean by poor people with brooms, it was with great labour rak'd together and thrown up into carts open above, the sides of which suffer'd some of the slush at every jolt on the pavement to shake out and fall, sometimes to the

配起来也非常方便。

在伦敦的福克斯可花园，那里的球形灯底部有一个孔，使得灯罩能保持干净，有时候我就觉得很奇怪，为什么伦敦人没有想到在他们的路灯底下同样也开几个孔呢？后来我发现，他们的路灯底下也有孔，但这些孔却另有用途，那就是用麻线穿过这些孔，悬挂下来，使火焰能够迅速传到灯芯。而至于将空气放进来的用途，他们好像并没有想到，因此路灯在点了几个小时以后，伦敦街上就会变得一片昏暗。

说到这些改进，我就想起了在伦敦时曾向福泽吉尔博士提出来的一项建议，他是我认识的人当中最优秀的人之一，也是一位公益事业的伟大首创者。

我注意到，伦敦的街道在晴天的时候，是从来没有人清扫的，而是任由尘土随风飘扬，慢慢堆积，一旦下雨，尘土就变成了泥浆，整条街道都脏兮兮的，除了由穷人拿着扫帚开辟出一条小道外，根本不能走路。这样过了几天之后，人们又得花费很大精力，把泥浆收集起来，倒进上端敞开的马车中运走，但是当马车在路上颠簸时，车身两侧会震出烂泥来，掉在路上，这使得行路的人倍感苦恼。而伦敦市民之

annoyance of foot-passengers. The reason given for not sweeping the dusty streets was, that the dust would fly into the windows of shops and houses.

An accidental occurrence had instructed me how much sweeping might be done in a little time. I found at my door in Craven-street, one morning, a poor woman sweeping my pavement with a birch broom; she appeared very pale and feeble, as just come out of a fit of sickness. I ask'd who employ'd her to sweep there; she said, "Nobody, but I am very poor and in distress, and I sweeps before gentlefolkses doors, and hopes they will give me something." I bid her sweep the whole street clean, and I would give her a shilling; this was at nine o'clock; at 12 she came for the shilling. From the slowness I saw at first in her working, I could scarce believe that the work was done so soon, and sent my servant to examine it, who reported that the whole street was swept perfectly clean, and all the dust plac'd in the gutter, which was in the middle; and the next rain wash'd it quite away, so that the pavement and even the kennel were perfectly clean.

I then judg'd that, if that feeble woman could sweep such a street in three hours, a strong, active man might have done it in half the time. And here let me remark the convenience of having but one gutter in such a narrow street, running down its middle,

所以不扫除街上的尘土，理由竟然据说是因为怕尘土会飞进商店和住宅的窗户。

一件偶然发生的事情，才使我知道原来打扫街道并不需要多少时间。一天早上，我在克雷温街道住所的门口看见一个穷妇人，手里持一把用桦树枝做的扫帚，扫我门前的人行道。她看上去苍白而羸弱，好像大病初愈。我问她是谁雇她来扫街的，她回答说："没有人雇我，但是我实在穷得没办法了，希望给富贵人家打扫一下大门，他们会给我一点钱。"我就让她把整条街道都打扫干净，并愿意付给她一个先令。当时正好是 9 点整。但是到了 12 点钟，她就来要钱了。起初，她的动作看上去是那么的迟钝，所以我简直不敢相信她这么快就干完了这件事。于是，我就派了我的仆人出去察看，结果他回来报告说，整条街道都打扫得干干净净，所有尘土都倒进了路中间的水沟里。这样，当下一次下雨时，就可以把尘土冲走，所以人行道乃至水沟都非常干净了。

那时，我认为既然一个身体虚弱的妇人在 3 个小时之内能打扫干净这样一整条街道，那么一个身体强壮的男子只要一半的时间，或许就能办到。在这里，我需要说明的是，与其在这样狭窄的街道两边靠近人行道的地方各开一条明沟，还

instead of two, one on each side, near the footway; for where all the rain that falls on a street runs from the sides and meets in the middle, it forms there a current strong enough to wash away all the mud it meets with; but when divided into two channels, it is often too weak to cleanse either, and only makes the mud it finds more fluid, so that the wheels of carriages and feet of horses throw and dash it upon the foot-pavement, which is thereby rendered foul and slippery, and sometimes splash it upon those who are walking. My proposal, communicated to the good doctor, was as follows:

"*For the more effectual cleaning and keeping clean the streets of London and Westminster, it is proposed that the several watchmen be contracted with to have the dust swept up in dry seasons, and the mud rak'd up at other times, each in the several streets and lanes of his round; that they be furnish'd with brooms and other proper instruments for these purposes, to be kept at their respective stands, ready to furnish the poor people they may employ in the service.*

"*That in the dry summer months the dust be all swept up into heaps at proper distances, before the shops and windows of houses are usually opened, when the scavengers, with close-covered carts, shall also carry it all away.*

"*That the mud, when rak'd up, be not left in heaps to be spread abroad again*

不如在街道的中间开一条沟更便利，因为当整条街道上的雨水全都从两边聚集到中间时，它会在中间形成一股急流，这样就会有足够的力量，将它所接触到的全部泥土冲洗掉。相反，如果把它分成两路，水流的力量就会变得太弱，而冲不掉两边的泥土，反而只使水流接触的泥土变得更加稀烂，当车轮和马脚踏进去时，就会把它溅在人行道上，使人行道变得满是泥泞，有时甚至会将泥浆溅到路人身上。我曾向这位心地善良的博士提出了如下建议：

"为了更好地打扫和保持伦敦和威斯敏斯特街道的清洁，我建议雇用若干名清洁工，在干旱季节负责清扫泥土，在雨季则负责清除泥泞。每个人负责几条大街小巷。他们需自行置备扫帚和其他清扫工具，放在某个固定的场所，以便雇用的穷人扫街使用。

"在干旱的夏季，清洁工在商店开始营业和居民打开窗户之前，将垃圾每隔一定的距离积成一堆，并用密封好的车子全部运走。

"聚集在一起的泥巴，不能堆积在街道上，免得被车轮和马弄散了。清洁工还应该准备若干辆车，车身不要那么高地装在车轮上，而是稍微低一些，装在滑盘

by the wheels of carriages and trampling of horses, but that the scavengers be provided with bodies of carts, not plac'd high upon wheels, but low upon sliders, with lattice bottoms, which, being cover'd with straw, will retain the mud thrown into them, and permit the water to drain from it, whereby it will become much lighter, water making the greatest part of its weight; these bodies of carts to be plac'd at convenient distances, and the mud brought to them in wheel-barrows; they remaining where plac'd till the mud is drain'd, and then horses brought to draw them away."

I have since had doubts of the practicability of the latter part of this proposal, on account of the narrowness of some streets, and the difficulty of placing the draining-sleds so as not to encumber too much the passage; but I am still of opinion that the former, requiring the dust to be swept up and carry'd away before the shops are open, is very practicable in the summer, when the days are long; for, in walking thro' the Strand and Fleet-street one morning at seven o'clock, I observ'd there was not one shop open, tho' it had been daylight and the sun up above three hours; the inhabitants of London chusing voluntarily to live much by candle-light, and sleep by sunshine, and yet often complain, a little absurdly, of the duty on candles and the high price of tallow.

Some may think these trifling matters not worth minding or relating; but when

上。车底做成一个个的格子，上面铺上稻草，这样就可以兜住里面的污泥，而水则可以从底部排出去，泥巴的重量也可以大大减少，因为其中大部分重量都是水。这些车子应放在适当距离的地方，泥浆要用手推车运来，停留在原处，直到水分排干，然后再用马运走。"

从那以后，我就对这项建议的后半部分是否行得通有些怀疑了，因为有些街道太窄了，泥车停放在那里，必然会占去许多地方，导致交通阻塞；不过，我认为在商店营业之前扫清街道并运走垃圾这前半部分建议，在夏天还是切实可行的，因为夏天的日子长。有一天早上7点钟，我路过伦敦的河滨街和弗里特街，虽然天已大亮，太阳也已经出来3个多小时了，可是还没有一家店铺开门的。这些伦敦的市民情愿在烛光下生活，而在大白天睡觉，可是另一方面他们却常常抱怨，说蜡烛的税额太高，蜡烛的价格太贵，这实在是有点荒唐可笑。

也许有人会认为，这些小事并不值得关注或介绍。虽然沙尘在刮风的时候吹进人的眼睛或店铺是小事一桩，但是，如果他们能想到这一点，那就是在人口众多的城市，经常有成千上万的人或店铺受到沙尘袭击的话，他们就会觉得这是一

they consider that tho' dust blown into the eyes of a single person, or into a single shop on a windy day, is but of small importance, yet the great number of the instances in a populous city, and its frequent repetitions give it weight and consequence, perhaps they will not censure very severely those who bestow some attention to affairs of this seemingly low nature.

Human felicity is produc'd not so much by great pieces of good fortune that seldom happen, as by little advantages that occur every day. Thus, if you teach a poor young man to shave himself, and keep his razor in order, you may contribute more to the happiness of his life than in giving him a thousand guineas. The money may be soon spent, the regret only remaining of having foolishly consumed it; but in the other case, he escapes the frequent vexation of waiting for barbers, and of their sometimes dirty fingers, offensive breaths, and dull razors; he shaves when most convenient to him, and enjoys daily the pleasure of its being done with a good instrument.

With these sentiments I have hazarded the few preceding pages, hoping they may afford hints which some time or other may be useful to a city I love, having lived many years in it very happily, and perhaps to some of our towns in America.

Having been for some time employed by the postmaster-general of America as

件重要的大事了，到那时候，他们也许就不会过于责难那些关注这类看上去似乎微不足道的小事的人了。

因此，与其说是千载难逢的极大机遇给人类带来了幸福，还不如说是每天都在发生的小利小便更合适。所以，如果你教会了一个穷小伙子如何自己修脸，如何保养他的剃须刀，那么你对他一生的幸福所做的贡献，可能比给他 1000 个金币还要多，因为钱可能很快就会用光，而留下的只是用钱不当的悔恨。但是，如果教会了他如何自己修脸，他就可以不用经常等理发师为他修脸了，从而也就可以避免理发师那有时很脏的手指，以及那令人不爽的呼吸和钝了的剃须刀。他可以在自己最方便的时候修脸，每天都能够享受用锋利的剃须刀修脸的愉悦。

我怀着这些心情，冒昧地写下了前面这几页，希望它们能有一些具有启发性的东西——这些东西有时候或许能对我亲爱的城市（我在这里愉快地生活了许多年），或者对我们美洲其他的城市有一定的参考意义。

有一段时间，我曾被美洲邮政总长任命为他的会计检查员，负责管理若干个

his comptroller in regulating several offices, and bringing the officers to account, I was, upon his death in 1753, appointed, jointly with Mr. William Hunter, to succeed him, by a commission from the postmaster-general in England.

The American office never had hitherto paid any thing to that of Britain. We were to have six hundred pounds a year between us, if we could make that sum out of the profits of the office. To do this, a variety of improvements were necessary; some of these were inevitably at first expensive, so that in the first four years the office became above nine hundred pounds in debt to us. But it soon after began to repay us; and before I was displac'd by a freak of the ministers, of which I shall speak hereafter, we had brought it to yield three times as much clear revenue to the crown as the postoffice of Ireland. Since that imprudent transaction, they have receiv'd from it-- not one farthing!

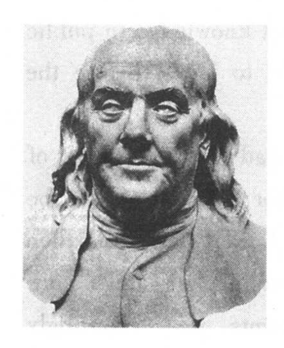
The business of the postoffice occasion'd my taking a journey this year to New England, where the College of Cambridge, of their own motion, presented me with the degree of Master of Arts. Yale College, in Connecticut, had before made me a similar compliment. Thus, without studying in any college, I came to partake of their honours. They were conferr'd in consideration of my improvements and discoveries in the electric branch of natural philosophy.

邮政分局，并负责领导邮局的职员。当他于 1753 年去世时，我和威廉·汗特一同被英国邮政总长任命为美洲邮政总长，接替他的职位。

在这以前，美洲邮局从来没有向英国邮局缴纳过任何利润。我们两人分享 600 英镑的年薪，前提条件是我们可以从邮局的盈利中获得这一数目。为了达到这一目的，有许多改进工作是必须得做的，其中有几项在刚开始的时候不可避免地要花很多钱，所以刚开始的 4 年时间之内，邮局欠了我们 900 多英镑的工资。但是不久之后，邮局开始付清欠我们的工资了。当英国那些大臣们异想天开地想免去我的职务时——以后我还会提到这件事——我们已经将它经营得很好，它向英王政府缴纳的税收竟然是爱尔兰邮局的 3 倍。而自从他们鲁莽地免了我的职务之后，他们却什么也没有得到。

邮局的事务使我这一年有机会去新英格兰旅行一次，新英格兰的剑桥大学主动授予了我文学硕士学位。康涅狄格州的耶鲁大学以前也授予过我一个类似的学位。虽然我并没有受过大学教育，但是我却因为在物理学、电学中的创新和贡献，而获得了大学的荣誉。

Chapter 9



In 1754, war with France being again apprehended, a congress of commissioners from the different colonies was, by an order of the Lords of Trade, to be assembled at Albany, there to confer with the chiefs of the Six Nations concerning the means of defending both their country and ours. Governor Hamilton, having receiv'd this order, acquainted the House with it, requesting they would furnish proper presents for the Indians, to be given on this occasion; and naming the speaker (Mr. Norris) and myself to join Mr. Thomas Penn and Mr. Secretary Peters as commissioners to act for Pennsylvania. The House approv'd the nomination, and provided the goods for the present, and tho' they did not much like treating out of the provinces; and we met the other commissioners at Albany about the middle of June.

In our way thither, I projected and drew a plan for the union of all the colonies

第9章

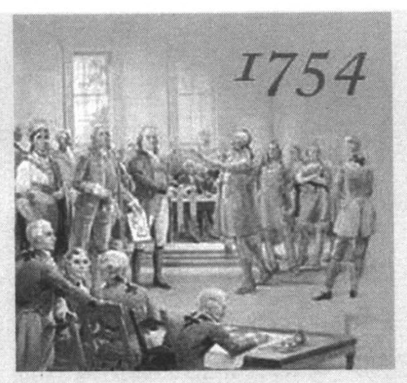
1754年，与法国发生战争的危险重新出现，商务大臣命令各殖民地的代表前往奥尔巴尼开会，与印第安人6个部族的酋长共同商议他们和我们之间国境的防御之策。汉弥尔顿州长接到命令之后，就通知州议会，并请他们提供适当的礼品，在开会的时候赠送给印第安人。州长提名由议长诺利斯先生和我，连同汤玛斯·潘先生和秘书彼得斯先生组成委员会，代表宾夕法尼亚赴会。州议会通过了这个提名，并为大会提供了礼品，虽然议员们不很赞成在宾州以外的地方进行谈判。我们和其他代表团约在6月中旬在奥尔巴尼开会。

在赴会途中，我拟定了一项计划，希望将各个殖民地联合在一个共同的政府之下，以便尽可能满足防卫和其他重大的共同事业的需要。当我们经过纽约时，

under one government, so far as might be necessary for defense, and other important general purposes. As we pass'd thro' New York, I had there shown my project to Mr. James Alexander and Mr. Kennedy, two gentlemen of great knowledge in public affairs, and, being fortified by their approbation, I ventur'd to lay it before the Congress.

It then appeared that several of the commissioners had form'd plans of the same kind. A previous question was first taken, whether a union should be established, which pass'd in the affirmative unanimously. A committee was then appointed, one member from each colony, to consider the several plans and report. Mine happen'd to be preferr'd, and, with a few amendments, was accordingly reported.

By this plan the general government was to be administered by a president-general, appointed and supported by the crown, and a grand council was to be chosen by the representatives of the people of the several colonies, met in their respective assemblies. The debates upon it in Congress went on daily, hand in hand with the Indian business. Many objections and difficulties were started, but at length they were all overcome, and the plan was unanimously agreed to, and copies ordered



富兰克林参加阿尔巴尼会议，他在这次大会上率先提出将各殖民地联合起来

我把我的计划给了詹姆斯·亚历山大先生和肯尼迪先生，这是两位对政治事务颇有研究的绅士。由于得到了他们的赞同，我信心倍增，于是我大胆地在大会上提了出来。

当时，好像有几个代表都拟定了同样的计划。我们首先讨论了一个前提：究竟是否应该组建一个联邦？我们一致通过了建立一个联邦的决议。然后指定了一个委员会，该委员会由每个殖民地派一名委员组成，负责考虑联邦的各种计划和报告。我的计划碰巧被委员会选中了，于是在经过一些修改之后，就报送州议会采纳了。

根据这项计划，联邦政府将由总统一个人管理，总统由英王委任，并受英王的节制。内阁阁员由各殖民地州议会中的人民代表选举。在代表大会中，代表们一面讨论印第安人的相关事务，另一面则讨论这项计划。代表们虽然提出了许多

to be transmitted to the Board of Trade and to the assemblies of the several provinces.

Its fate was singular: the assemblies did not adopt it, as they all thought there was too much prerogative in it, and in England it was judg'd to have too much of the democratic.

The Board of Trade therefore did not approve of it, nor recommend it for the approbation of his majesty; but another scheme was form'd, supposed to answer the same purpose better, whereby the governors of the provinces, with some members of their respective councils, were to meet and order the raising of troops, building of forts, etc., and to draw on the treasury of Great Britain for the expense, which was afterwards to be refunded by an act of Parliament laying a tax on America. My plan, with my reasons in support of it, is to be found among my political papers that are printed.

Being the winter following in Boston, I had much conversation with Governor Shirley upon both the plans. Part of what passed between us on the occasion may also be seen among those papers.

The different and contrary reasons of dislike to my plan makes me suspect that it was really the true medium; and I am still of opinion it would have been happy

不同意见,但最终还是克服了各种各样的困难,一致通过了这项计划,并将抄本寄送给商务部和各州州议会。

这项计划的结局非常奇特:各地州议会不赞成这项计划,因为它们都认为联邦政府的特权太大;然而,在英国,这个联邦政府却被认为太民主了。

因此,商务部不赞成该计划,当然也就没有报请英王批准。有人提出了另一项计划,据说它更符合要求。根据这项计划,各州州长和部分参事共同商讨练兵、修建炮台等事宜,所需的费用由英国国库先垫付,以后再由议会向美洲殖民地征税偿还。我的计划和我支持这项计划的理由,可以在我已经印行的政治论文中找到。

那年冬天我是在波士顿过的,我经常和薛尔利州长讨论这两项计划。我们对于这个问题的部分谈话,也可以在这些政治论文中找到。

由于我的计划遭到各种不同的、相反理由的反对,这就使我猜想它真的是一个真正折中的办法。我至今还认为,假如当年这项计划被采纳了,那么这对大西洋两岸都将大有好处。因为按照这项计划联合起来之后,殖民地将会有足够的能

for both sides the water if it had been adopted. The colonies, so united, would have been sufficiently strong to have defended themselves; there would then have been no need of troops from England; of course, the subsequent pretence for taxing America, and the bloody contest it occasioned, would have been avoided. But such mistakes are not new; history is full of the errors of states and princes.

Look round the habitable world,
how few
Know their own good,
or, knowing it, pursue!

Those who govern, having much business on their hands, do not generally like to take the trouble of considering and carrying into execution new projects. The best public measures are therefore seldom adopted from previous wisdom, but forc'd by the occasion.

The Governor of Pennsylvania, in sending it down to the Assembly, express'd his approbation of the plan, "as appearing to him to be drawn up with great clearness and strength of judgment, and therefore recommended it as well worthy of their closest and most serious attention."

力进行自卫，那么就不需要英国的驻军了；当然，后来向美洲征税的借口也就不会出现了，因征税而引起的流血冲突也都可以避免了。但这种错误并不新鲜，历史上充满了许许多多由国家和帝王所造成的错误。

环顾四海，
看得清自己利益的人，
或者看见以后
能够奋起直追的人
是多么稀少！

那些执政者因为手头上有大量的事情要做，所以通常都会怕麻烦，而不愿意考虑或执行新的计划。因此，最优秀的议案往往不是在事前经过深思熟虑后被采纳的，而是由于形势所迫，被勉强接受的。

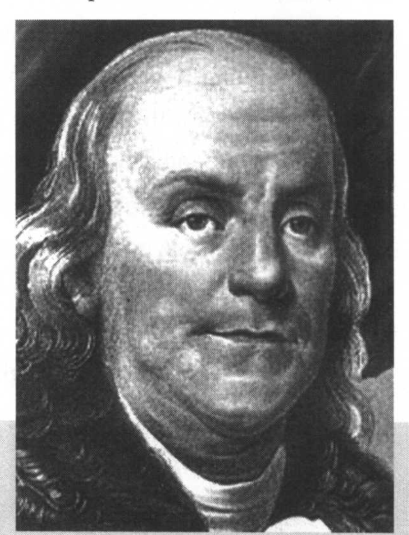
当宾夕法尼亚州州长将我的计划送交州议会时，他对这项计划表示了赞同，说是在他看来，"这项计划的得出极其清晰，判断有力，言之有理，因此值得州议会做出最仔细、最认真的考虑。"

The House, however, by the management of a certain member, took it up when I happen'd to be absent, which I thought not very fair, and reprobated it without paying any attention to it at all, to my no small mortification.

In my journey to Boston this year, I met at New York with our new governor, Mr. Morris, just arriv'd there from England, with whom I had been before intimately acquainted. He brought a commission to supersede Mr. Hamilton, who, tir'd with the disputes his proprietary instructions subjected him to, had resign'd.

Mr. Morris ask'd me if I thought he must expect as uncomfortable an administration. I said, "No; you may, on the contrary, have a very comfortable one, if you will only take care not to enter into any dispute with the Assembly."

"My dear friend," says he, pleasantly, "how can you advise my avoiding disputes? You know I love disputing; it is one of my greatest pleasures; however, to show the regard I have for your counsel, I promise you I will, if



富兰克林像

但是,州议会在一位议员的诡计安排之下,趁我偶然缺席之际,讨论了这一议案,而且完全不加考虑就草率地否定了它。我认为这种做法非常不公平,而且鬼鬼祟祟,我对这个结果十分遗憾。

这一年,我在前往波士顿的途中,在纽约遇到了我们的新州长莫理斯先生。他刚从英国回来,我和他以前非常熟悉。他是来接替汉弥尔顿先生职务的——汉弥尔顿先生由于受到业主训令的制约,因而必不可免地会和州议会之间发生冲突,他对此感到厌倦而辞职了。

莫理斯先生问我,在我看来,他是否也会像前任州长一样感到处境困难、办事不力时,我说:"不,恰好相反,如果你注意了,不和州议会之间发生争执,那么你将一帆风顺,万事如意。"

"我亲爱的朋友,"他愉快地说,"你怎么能劝我不要辩论呢?你知道,我喜欢辩论,这是我一生中最大的乐趣之一。但是,为了表示我对你的忠告的尊重,我向

possible, avoid them."

He had some reason for loving to dispute, being eloquent, an acute sophister, and, therefore, generally successful in argumentative conversation. He had been brought up to it from a boy, his father, as I have heard, accustoming his children to dispute with one another for his diversion, while sitting at table after dinner; but I think the practice was not wise; for, in the course of my observation, these disputing, contradicting, and confuting people are generally unfortunate in their affairs. They get victory sometimes, but they never get good will, which would be of more use to them. We parted, he going to Philadelphia, and I to Boston.

In returning, I met at New York with the votes of the Assembly, by which it appear'd that, notwithstanding his promise to me, he and the House were already in high contention; and it was a continual battle between them as long as he retain'd the government. I had my share of it; for, as soon as I got back to my seat in the Assembly, I was put on every committee for answering his speeches and messages, and by the committees always desired to make the drafts. Our answers, as well as his messages, were often tart, and sometimes indecently abusive; and, as he knew I wrote for the Assembly, one might have imagined that, when we met, we could

你保证,我将尽量避免辩论。"

他之所以喜欢辩论,并非完全没有理由,而且因为他能言善辩,称得上一个精明的辩论家,所以在辩论中,他经常能取胜。在这方面,他从小就接受过良好的训练。我曾听说,他的父亲在吃完饭后,会坐在桌子边上,习惯让他的孩子们相互辩论,并以此作为消遣之道。但是在我看来,这种做法是不明智的,因为根据我的观察,对什么事情都喜欢争论、抗辩或辩驳的人,在工作中往往是不幸的。尽管他们有时候能取胜,但他们却得不到人们的好感,而这种好感比争论对他们更有益处。我们分手了,他到费城去,而我则去波士顿。

在回来的路上,我在纽约看到了州议会的决议案。从这些决议案来看,尽管他向我做了保证,但是他和州议会之间的关系已经恶化了——在任职期间,他和州议会一直冲突不断。我不久也参加了这场斗争,因为我一回到州议会,他们就要我参加各种委员会,就他的演讲和咨文进行批驳,而委员会总要我来起草这些文件。我们的回复和他的咨文一样,总是尖酸而刻薄,有时甚至是粗鄙不堪的谩骂。他知道是我替州议会写的这些答复,因此人们也许会以为我们在见面时,免

hardly avoid cutting throats; but he was so good-natur'd a man that no personal difference between him and me was occasion'd by the contest, and we often din'd together.

One afternoon, in the height of this public quarrel, we met in the street. "Franklin," says he, "you must go home with me and spend the evening; I am to have some company that you will like;" and, taking me by the arm, he led me to his house. In gay conversation over our wine, after supper, he told us, jokingly, that he much admir'd the idea of Sancho Panza, who, when it was proposed to give him a government, requested it might be a government of blacks, as then, if he could not agree with his people, he might sell them.

One of his friends, who sat next to me, says, "Franklin, why do you continue to side with these damn'd Quakers? Had not you better sell them? The proprietor would give you a good price." "The governor," says I, "has not yet blacked them enough." He, indeed, had labored hard to blacken the Assembly in all his messages, but they wip'd off his coloring as fast as he laid it on, and plac'd it, in return, thick upon his own face; so that, finding he was likely to be negrofied himself, he, as well as Mr. Hamilton, grew tir'd of the contest, and quitted the government.

不了要唾沫相见地论战一番。但是,他是如此忠厚的一个人,我们之间并不会因这些争执而产生个人的误解,而且我们还经常在一起吃饭呢!

一天下午,正当这种公务上的争吵达到高潮时,我们在街上碰面了。"富兰克林,"他说,"请你务必跟我一起去我家,我们切磋一个晚上。我会请一些朋友来,你会喜欢他们的。"然后,他就挽着我的胳臂,把我领到他家去了。饭后,我们一面喝酒,一面愉快地聊天。他开玩笑地对我们说,他很崇尚桑卓·潘查的想法,当有人提议由他来当统治者时,他请求让他统治黑奴,因为那样一来,如果他和他的人民意见达不成一致时,他就可以卖掉他们。

他的一位朋友坐在我旁边,他说:"富兰克林,为什么你坚持要袒护这些该死的教友会教友呢?你把他们卖了难道不更好吗?我们业主将会给你出高价的!"我幽默地回敬说:"州长还没有把他们涂得够黑啊!"确实,州长在他所有的咨文中,总是竭尽所能地想把州议会描成一团黑,但州长刚把这黑色描上,州议会就会立即擦掉,而且回敬给州长,涂在他自己脸上。所以,当他发现自己也快要变成黑人的时候,他也像汉弥尔顿先生一样,厌烦了这种争执,于是辞职不干了。

These public quarrels were all at bottom owing to the proprietaries, our hereditary governors, who, when any expense was to be incurred for the defense of their province, with incredible meanness instructed their deputies to pass no act for levying the necessary taxes, unless their vast estates were in the same act expressly excused; and they had even taken bonds of these deputies to observe such instructions. The Assemblies for three years held out against this injustice, tho' constrained to bend at last. At length Captain Denny, who was Governor Morris's successor, ventured to disobey those instructions; how that was brought about I shall show hereafter.

But I am got forward too fast with my story: there are still some transactions to be mention'd that happened during the administration of Governor Morris.

War being in a manner commenced with France, the government of Massachusetts Bay projected an attack upon Crown Point, and sent Mr. Quincy to Pennsylvania, and Mr. Pownall, afterward Governor Pownall, to New York, to solicit assistance. As I was in the Assembly, knew its temper, and was Mr. Quincy's countryman, he appli'd to me for my influence and assistance.

I dictated his address to them, which was well receiv'd. They voted an aid of

这些公务上的争执，最终都要归咎于业主——我们世袭的州长。为了防御他们的领地，每次抽取费用时，他们的吝啬实在是令人难以置信。他们要求他们的代言人不得通过征收税赋的议案，使之不能成为法令，除非在同一法令中明文规定他们的巨额财产享有豁免权；他们甚至要求他们的代言人签署协议，保证遵守他们的命令。州议会连续 3 年都坚决反对这种非正义行为，虽然它最终不得不屈服。最后，丹尼上尉——莫理斯州长的继任者——终于大胆地拒绝执行这些命令了。这件事的经过，我将在下文叙述。

但是，我讲得太快了，在莫理斯州长任内，还有几件事情是需要提到的。

对法战争从某种意义上来讲，已经开始了。马萨诸塞湾政府准备进攻王冠岬，派了昆瑟先生到宾夕法尼亚、鲍纳尔先生——后来成为鲍纳尔州长——到纽约求援。由于我是州议员，熟知议会中的情况，再加上我又是昆瑟先生的同乡，所以他便找到我，请求我利用我的影响来帮助他。

我口授了他给州议会做的演说，结果反应良好。州议会通过了一项法令，给

ten thousand pounds, to be laid out in provisions. But the governor refusing his assent to their bill (which included this with other sums granted for the use of the crown), unless a clause were inserted exempting the proprietary estate from bearing any part of the tax that would be necessary, the Assembly, tho' very desirous of making their grant to New England effectual, were at a loss how to accomplish it. Mr. Quincy labored hard with the governor to obtain his assent, but he was obstinate.

I then suggested a method of doing the business without the governor, by orders on the trustees of the Loan Office, which, by law, the Assembly had the right of drawing. There was, indeed, little or no money at that time in the office, and therefore I propos'd that the orders should be payable in a year, and to bear an interest of five per cent. With these orders I suppos'd the provisions might easily be purchas'd.

The Assembly, with very little hesitation, adopted the proposal. The orders were immediately printed, and I was one of the committee directed to sign and dispose of them. The fund for paying them was the interest of all the paper currency then extant in the province upon loan, together with the revenue arising from the excise, which being known to be more than sufficient, they obtain'd instant credit, and were not only receiv'd in payment for the provisions, but many money'd people,

予10000英镑的援助，用于购买物资。但是，州长拒绝批准州议会的决议案——这项决议案除了这笔援助之外，还包括其他给英王使用的钱——除非议案中再加入一条，那就是豁免业主因此而需要缴纳的任何财产税。虽然州议会非常想使他们对新英格兰的援助措施生效，但是不知道该如何去做。昆瑟先生也努力敦促州长批准这项决议案，但是他非常固执。

那时，我提出了一个不需要州长同意就可以做到的办法，那就是开出贷款局董事的信用单。依据法律，州议会有权利开这种单子。事实上，当时贷款局并没有多少存款，所以我又提议，这些信用单应该在一年之内兑现，并且负担5%的利息。用这些信用单，我认为或许很容易能买到物资。

州议会毫不犹豫地采纳了我的建议。这些信用单立即就印制好了，我是被指定签署和推销这些信用单的委员之一。偿付这些信用单的费用，来自当时全州纸币贷款利息和消费税的收入，用这两者来支付信用单，人们知道显然绰绰有余，因此立即赢得了信任，由此得到的钱不但用来支付购买物资的费用，而且许多有钱人手里头有闲钱，就把这些钱投在了这些信用单上。因为他们发现这些信用单

who had cash lying by them, vested it in those orders, which they found advantageous, as they bore interest while upon hand, and might on any occasion be used as money; so that they were eagerly all bought up, and in a few weeks none of them were to be seen.

Thus this important affair was by my means compleated. My Quincy return'd thanks to the Assembly in a handsome memorial, went home highly pleas'd with the success of his embassy, and ever after bore for me the most cordial and affectionate friendship.

The British government, not chusing to permit the union of the colonies as propos'd at Albany, and to trust that union with their defense, lest they should thereby grow too military, and feel their own strength, suspicions and jealousies at this time being entertain'd of them, sent over General Braddock with two regiments of regular English troops for that purpose.

He landed at Alexandria, in Virginia, and thence march'd to Frederictown, in Maryland, where he halted for carriages. Our Assembly apprehending, from some information, that he had conceived violent prejudices against them, as averse to the service, wish'd me to wait upon him, not as from them, but as postmaster-general,

在手上时能有利息，在任何时候都可以当现金使用，这种投资很有利可图，所以全部被抢购一空，几个星期之后就没有了。

这样，通过我的方法，这件大事总算是完成了。昆瑟先生在给州议会的一份措辞文雅的备忘录中表达了他的谢意，他回家时也因为自己完成了任务而异常高兴，而且从此以后对我产生了最深厚诚挚的友谊。

英国政府不允许各殖民地按照奥尔巴尼的建议联合起来，也不愿意让这个联邦建立它们自己的防务，以免殖民地的武装力量会因此而变得过于强大，因而感受到了殖民地自己的力量。这时候，英国政府已经对各殖民地产生猜疑和忌妒了，为此他们派了布拉多克将军和两支正规的英国联军渡海来美洲。

布拉多克在弗吉尼亚的亚历山大里亚登陆，由此进军马里兰的弗利德里顿。他在这里停止了前进，以等候车辆。我们州议会从某些渠道听说他对州议会怀有极强烈的偏见，以为州议会反对他的军队，所以派我以邮政总长的身份而不是以议会的名义前往拜访，以和他商量为幌子，采取最迅速稳妥的办法来传递他和各

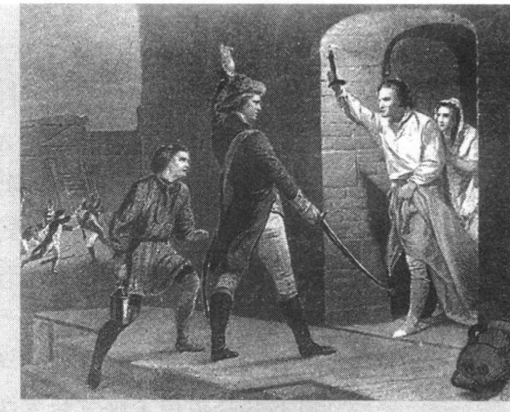
under the guise of proposing to settle with him the mode of conducting with most celerity and certainty the despatches between him and the governors of the several provinces, with whom he must necessarily have continual correspondence, and of which they propos'd to pay the expense. My son accompanied me on this journey.

We found the general at Frederictown, waiting impatiently for the return of those he had sent thro' the back parts of Maryland and Virginia to collect waggons. I stayed with him several days, din'd with him daily, and had full opportunity of removing all his prejudices, by the information of what the Assembly had before his arrival actually done, and were still willing to do, to facilitate his operations.

When I was about to depart, the returns of waggons to be obtained were brought in, by which it appear'd that they amounted only to twenty-five, and not all of those were in serviceable condition. The general and all the officers were surpris'd, declar'd the expedition was then at an end, being impossible, and exclaim'd against the ministers for ignorantly landing them in a country destitute of the means of conveying their stores, baggage, etc., not less than one hundred and fifty waggons being necessary.

I happened to say I thought it was a pity they had not been landed rather in Pennsylvania, as in that country almost every farmer had his waggon. The general

州州长之间的信件，因为他必然会与他们进行各种联系的。至于邮递费用，他们建议由他们来负担。这次出行我儿子陪着我。


战争时期的北美殖民地

我们在弗利德里顿找到了这位将军，他正焦急地等待他的副官们回来，在此之前他派了他们到马里兰和弗吉尼亚各地去收集车辆。我陪了他好几天，每天都和他一同进餐，我就告诉他，为了帮助他作战，州议会在他到达之前已经做了哪些事情，而且现在还愿意尽力协助他，这样就使我有足够的机会来消除他的全部偏见。

当我正要回来时，收集到的车辆回来了，好像只有 25 辆，而且还有几辆已经破旧不堪了，而他们至少需要 150 辆。将军和他的副官们都慌了，觉得肯定会失败，就骂英国政府的无知，让他们在缺乏必要的运输工具的地方登陆。

我碰巧说，可惜他们没有在宾夕法尼亚登陆，在那里的乡村，几乎每一户农

eagerly laid hold of my words, and said, "Then you, sir, who are a man of interest there, can probably procure them for us; and I beg you will undertake it."

I ask'd what terms were to be offer'd the owners of the waggons; and I was desir'd to put on paper the terms that appeared to me necessary. This I did, and they were agreed to, and a commission and instructions accordingly prepar'd immediately. What those terms were will appear in the advertisement I publish'd as soon as I arriv'd at Lancaster, which being, from the great and sudden effect it produc'd, a piece of some curiosity, I shall insert it at length, as follows:

ADVERTISEMENT.

LANCASTER, April 26, 1755.

"Whereas, one hundred and fifty waggons, with four horses to each waggon, and fifteen hundred saddle or pack horses, are wanted for the service of his majesty's forces now about to rendezvous at Will's Creek, and his excellency General Braddock having been pleased to empower me to contract for the hire of the same, I hereby give notice that I shall attend for that purpose at Lancaster from this day to next Wednesday evening, and at York from next Thursday morning till Friday evening, where I shall be ready to agree for waggons and teams, or single horses, on the following terms, viz.:

家都有运货马车。那位将军马上抓住我这句话，说："既然这样，先生，你在那里是一个有头有脸的人，也许你能替我们设法弄到这些车辆，我恳请你来办这件事。"

我就问他愿意给马车的主人支付多少报酬，他让我把我认为必要的报酬写在纸上。我就照办了，他们也同意了，于是马上准备好了委托书和训令。我一到兰加斯特，就立即登了一条广告，这些报酬条款可以在广告中找到。这个广告产生了巨大而迅速的效果，所以它是一个颇为幽默的文件，我将其全文插入如下：

广　告

（1755年4月26日，兰加斯特）

因大英帝国国王陛下的军队即将在威尔港集合，急需运货马车150辆，每辆马车需备马4匹，以及1500匹鞍马或驮马，布拉多克将军授权与我，签订雇用上述车马之合同。

特此通知，从即日起到下星期三晚上为止，我将在兰加斯特，从下星期四上午起直到星期五晚上为止，我将在约克办理此事，在上述两地雇用车辆，马匹联队或单独马匹的费用，详细如下：

1. That there shall be paid for each waggon, with four good horses and a driver, fifteen shillings per diem; and for each able horse with a pack-saddle, or other saddle and furniture, two shillings per diem; and for each able horse without a saddle, eighteen pence per diem.

2. That the pay commence from the time of their joining the forces at Will's Creek, which must be on or before the 20th of May ensuing, and that a reasonable allowance be paid over and above for the time necessary for their travelling to Will's Creek and home again after their discharge.

3. Each waggon and team, and every saddle or pack horse, is to be valued by indifferent persons chosen between me and the owner; and in case of the loss of any waggon, team, or other horse in the service, the price according to such valuation is to be allowed and paid.

4. Seven days' pay is to be advanced and paid in hand by me to the owner of each waggon and team, or horse, at the time of contracting, if required, and the remainder to be paid by General Braddock, or by the paymaster of the army, at the time of their discharge, or from time to time, as it shall be demanded.

5. No drivers of waggons, or persons taking care of the hired horses, are on any



富兰克林组建消防队

1. 备有良马4匹和车夫一人的马车，每日每辆支付15先令；配有马鞍一个或其他马鞍和设备的健壮马匹，每日每匹支付2先令；没有配备马鞍的健壮马匹，每日每匹支付18便士。

2.各种车马的雇用费用，一律从加入威尔港部队之日起计算。车辆车的马匹必须在下个月，即5月20日以前到威尔港的部队报到。除了规定的佣金之外，往返旅途上还将给予适当的补贴。

3.每一辆马车和马匹联队、每一匹鞍马或驮马，由我和其主人共同选定的公正人士进行估价，一旦有车辆、马匹联队或马匹在服役时期丢失的话，照价赔偿。

4.在签定合同时，如有必要，物主可向我预支7天的租金；剩余的款项，将由布拉多克将军或军需官在解除合同时，或按照实际需要，在其他时候支付。

5.在任何情况下，马车夫或照料雇用马匹的马夫，都不能命其履行士兵的义

account to be called upon to do the duty of soldiers, or be otherwise employed than in conducting or taking care of their carriages or horses.

6. All oats, Indian corn, or other forage that waggons or horses bring to the camp, more than is necessary for the subsistence of the horses, is to be taken for the use of the army, and a reasonable price paid for the same.

"Note.——My son, William Franklin, is empowered to enter into like contracts with any person in Cumberland county. B. FRANKLIN."

To the inhabitants of the Counties of Lancaster, York and Cumberland.

Friends and Countrymen,

"Being occasionally at the camp at Frederic a few days since, I found the general and officers extremely exasperated on account of their not being supplied with horses and carriages, which had been expected from this province, as most able to furnish them; but, through the dissensions between our governor and Assembly, money had not been provided, nor any steps taken for that purpose.

"It was proposed to send an armed force immediately into these counties, to seize as many of the best carriages and horses as should be wanted, and compel as many persons into the service as would be necessary to drive and take care of them.

务,或其他照料车马之外的工作。

6.凡由马车或马匹运抵军营的一切燕麦、玉米或其他饲料,除了饲养马匹所必需的之外,全部由军队按照合理的价格收购,以供军队使用。

(备注——我的儿子威廉·富兰克林被授权在昆布兰郡与任何人签订此类合同。)

本·富兰克林

《告兰加斯特、约克和昆布兰郡居民书》

朋友们,同胞们!

几天前,我偶尔去了一趟弗利德里军营,发现将军和军官们因为马匹和车辆供应不足而万分恼火。他们本指望宾夕法尼亚州能提供这些的,因此期待本州能够尽量提供这些便利;但是,由于我们州长和州议会意见分歧,我们既没有得到拨款,也没有为此而采取其他措施。

有人提议,立即派一支武装部队进入本州各郡,根据需要抓取必要数量的、最好的车辆和马匹,并强征必要数量的人入伍,负责驾车和照料马匹。

"I apprehended that the progress of British soldiers through these counties on such an occasion, especially considering the temper they are in, and their resentment against us, would be attended with many and great inconveniences to the inhabitants, and therefore more willingly took the trouble of trying first what might be done by fair and equitable means. The people of these back counties have lately complained to the Assembly that a sufficient currency was wanting; you have an opportunity of receiving and dividing among you a very considerable sum; for, if the service of this expedition should continue, as it is more than probable it will, for one hundred and twenty days, the hire of these waggons and horses will amount to upward of thirty thousand pounds, which will be paid you in silver and gold of the king's money.

"The service will be light and easy, for the army will scarce march above twelve miles per day, and the waggons and baggage-horses, as they carry those things that are absolutely necessary to the welfare of the army, must march with the army, and no faster; and are, for the army's sake, always placed where they can be most secure, whether in a march or in a camp.

"If you are really, as I believe you are, good and loyal subjects to his majesty, you may now do a most acceptable service, and make it easy to yourselves; for three

我担心英国士兵们奉命闯入本州各郡，尤其是考虑到他们目前的愤怒和他们对我们的憎恨，将给本地居民带来许多巨大的不便，因此我更愿意不嫌麻烦，试图采用尽可能公平合理的方法来解决问题。本州后部地区的居民最近曾向州议会抱怨说，他们急需货币；现在，你们有机会获得和分享一笔数额相当巨大的金钱。因为，假如这次远征的服役时间持续到 120 天的话——看来它必然会这样——那么租用这些车辆和马匹的费用会超过 30000 英镑，这些钱将用英王的金币和银币来支付。

这种服役简单而轻松，因为这支军队一天走不了 12 英里。这些运输货物的马车和搬运行李的马匹，由于它们运送的东西对于军队的福利而言是绝对必要的，所以必须跟着军队行走，而不能走得太快；而且为了军队着想，这些车马总是被放在最安全的地方，不论是在行军还是扎营时，都是如此。

如果你们真的是——就像我相信你们是的那样——英王陛下善良而忠实的臣民，那么你们现在就可以有一个效忠的大好机会，而且对你们自己也很容易。如果是因为忙着种庄稼而不能单独提供一辆马车、4 匹马和一位马夫的话，

or four of such as can not separately spare from the business of their plantations a waggon and four horses and a driver, may do it together, one furnishing the waggon, another one or two horses, and another the driver, and divide the pay proportionately between you; but if you do not this service to your king and country voluntarily, when such good pay and reasonable terms are offered to you, your loyalty will be strongly suspected.

"The king's business must be done; so many brave troops, come so far for your defense, must not stand idle through your backwardness to do what may be reasonably expected from you; waggons and horses must be had; violent measures will probably be used, and you will be left to seek for a recompense where you can find it, and your case, perhaps, be little pitied or regarded.

"I have no particular interest in this affair, as, except the satisfaction of endeavoring to do good, I shall have only my labour for my pains. If this method of obtaining the waggons and horses is not likely to succeed, I am obliged to send word to the general in fourteen days; and I suppose Sir John St. Clair, the hussar, with a body of soldiers, will immediately enter the province for the purpose, which I shall be sorry to hear, because I am very sincerely and truly your friend and well–wisher, B. FRANKLIN."

可以三四家联合起来，一家提供车，另一家提供一两匹马，另一家提供马夫，你们可以按比例分享佣金。但是，如果面对如此优厚的待遇和合理的酬报，你们仍然不肯自动为你们的国王和国家效忠的话，那么你们的忠心就会受到极大的怀疑了。

国王的任务必须完成。那么多英勇的战士不远千里地前来保卫你们，而决不会袖手旁观，即使你们对你们本来应该尽到的责任毫无作为；既然车辆和马匹必须配齐，因此他们可能会采取强制性手段。到那时，你们就没有地方可以求助了，而且也很少会有人同情和关心你们！

我在这件事情上并没有特殊的利害关系，因为除了满足我行善的愿望以外，我只是在尽我的慈悲之心行事而已。假如通过这种办法仍然得不到所需要的车辆和马匹，两星期之后，我就只好向那位将军报告了。我猜想，轻骑兵约翰·圣·克莱尔爵士会立刻带着一队士兵，到宾夕法尼亚来找车马。而这是我很不愿意听到的，因为我是你们最真诚、最忠实的朋友和同情者。

本·富兰克林

I received of the general about eight hundred pounds, to be disbursed in advance-money to the waggon owners, etc.; but, that sum being insufficient, I advanc'd upward of two hundred pounds more, and in two weeks the one hundred and fifty waggons, with two hundred and fifty-nine carrying horses, were on their march for the camp.

The advertisement promised payment according to the valuation, in case any waggon or horse should be lost. The owners, however, alleging they did not know General Braddock, or what dependence might be had on his promise, insisted on my bond for the performance, which I accordingly gave them.

While I was at the camp, supping one evening with the officers of Colonel Dunbar's regiment, he represented to me his concern for the subalterns, who, he said, were generally not in affluence, and could ill afford, in this dear country, to lay in the stores that might be necessary in so long a march, thro' a wilderness, where nothing was to be purchas'd. I commiserated their case, and resolved to endeavor procuring them some relief.

I said nothing, however, to him of my intention, but wrote the next morning to the committee of the



富兰克林像

我从将军那里领到大约800英镑，作为预付给车主人等人的佣金；但是，因为这笔钱还远远不够，我又垫付了两百多英镑。两个星期之后，150辆马车和259匹驮马启程朝军营行进了。

那则广告承诺，如果车马遭受损失的话，会依照估价来赔偿的。然而，物主们说他们不认识布拉多克将军，或者是他们不知道他的诺言有多可靠，所以他们坚持要我亲自为这件事情做担保，于是我就给他们做了担保。

我在军营的一天晚上，当我和丹巴上校联队的军官们共进晚餐时，丹巴上校告诉我，说他替他的部下担忧。他说，这些军官们的收入一般都不高，在这消费昂贵的地区，这次在旷无人烟地区长途行军，必需的日用品也买不起。我对他们的处境表示了同情，决定替他们想一点补救的办法。

但是，我并没有将我的想法告诉他。第二天上午，我给一个委员会写了一封信——这个委员会有权支配一些公款——热诚地希望他们能考虑这些军官的处

Assembly, who had the disposition of some public money, warmly recommending the case of these officers to their consideration, and proposing that a present should be sent them of necessaries and refreshments.

My son, who had some experience of a camp life, and of its wants, drew up a list for me, which I enclos'd in my letter. The committee approv'd, and used such diligence that, conducted by my son, the stores arrived at the camp as soon as the waggons. They consisted of twenty parcels, each containing:

6 lbs. loaf sugar.	1 Gloucester cheese.
6 lbs. good Muscovado do.	1 kegg containing 20 lbs. good butter.
1 lb. good green tea.	2 doz. old Madeira wine.
1 lb. good bohea do.	2 gallons Jamaica spirits.
6 lbs. good ground coffee.	1 bottle flour of mustard.
6 lbs. chocolate.	2 well-cur'd hams.
1-2 cwt. best white biscuit.	1-2 dozen dry'd tongues.
1-2 lb. pepper.	6 lbs. rice.
1 quart best white wine vinegar	6 lbs. raisins.

These twenty parcels, well pack'd, were placed on as many horses, each parcel, with the horse, being intended as a present for one officer. They were very thankfully receiv'd, and the kindness acknowledg'd by letters to me from the colonels of both regiments, in the

境，并提议送给他们一些饮食和日用必需品。

我儿子曾体验和经历过军营的生活和需要，他给我列了一份清单，我把它附在了信里面。这个委员会同意了我的请求，事情办得非常迅速。当宾州的马车队到达军营时，这些日用必需品也在我儿子的押运下送到了，一共有 20 个包裹，每个包裹中有：

6 磅塔糖	1 块格罗斯特干酪
6 磅上等黑糖	1 小桶上等牛油
1 磅上等绿茶	2 打陈年白葡萄酒
1 磅上等武彝茶	2 加仑牙买加酒
6 磅上等咖啡粉	1 瓶芥末粉
6 磅巧克力	2 条上等熏腿
50 磅上白饼干	半打腌口条
半磅胡椒	6 磅大米
1 夸尔优等白酒醋	6 磅葡萄干

这 20 个包裹都包得很严实，被放在 20 匹马上，每一个包裹连同一匹马，被作为礼物送给一位军官。当军官们收到这些礼物时，他们异常感激，两个联队的上校都写信给我，向我表示衷心的感谢。由于我替他租到了车辆等

most grateful terms. The general, too, was highly satisfied with my conduct in procuring him the waggons, etc., and readily paid my account of disbursements, thanking me repeatedly, and requesting my farther assistance in sending provisions after him.

I undertook this also, and was busily employ'd in it till we heard of his defeat, advancing for the service of my own money, upwards of one thousand pounds sterling, of which I sent him an account. It came to his hands, luckily for me, a few days before the battle, and he return'd me immediately an order on the paymaster for the round sum of one thousand pounds, leaving the remainder to the next account. I consider this payment as good luck, having never been able to obtain that remainder, of which more hereafter.

This general was, I think, a brave man, and might probably have made a figure as a good officer in some European war. But he had too much self-confidence, too high an opinion of the validity of regular troops, and too mean a one of both Americans and Indians. George Croghan, our Indian interpreter, join'd him on his march with one hundred of those people, who might have been of great use to his army as guides, scouts, etc., if he had treated them kindly; but he slighted and neglected them, and they gradually left him.

物品之后，将军也感到十分满意，随即就偿还了我垫付的钱款，并一再向我表示感谢，要求我继续协助他，替他输送粮草。

我也答应做这件事了，并忙着购置军需，直到我们听到他战败的消息为止，我自己替他的军队垫付的钱超过了1000英镑，我将这笔数目寄给了他。对我来说幸运的是，他在这次战役开始的前几天收到了这份账单，于是他立即给我寄回来一张汇单，命令军需官还给我1000英镑整数，将剩余的钱归入了下一次的账目中。我认为能够收回这笔钱，实在是非常幸运，因为我以后再也没有收回那剩下的钱，这件事我在后面还要提到。

我认为这位将军是一个勇敢的人，在欧洲的某些战役中，他很可能会成为一位优秀的军官。然而，他太自信了，太高估了正规军的作战能力，同时又太低估了美洲殖民地人民和印第安人。乔治·克罗汉，我们的印第安语翻译，带了100个印第安人参加他的进军，如果他能好好对待这些印第安人，让他们当向导、侦察兵等，那么对他的军队将会大有用处，但是他看不起他们，而且怠慢他们，他们逐渐离开了他。

In conversation with him one day, he was giving me some account of his intended progress. "After taking Fort Duquesne," says he, "I am to proceed to Niagara; and, having taken that, to Frontenac, if the season will allow time; and I suppose it will, for Duquesne can hardly detain me above three or four days; and then I see nothing that can obstruct my march to Niagara."

Having before revolv'd in my mind the long line his army must make in their march by a very narrow road, to be cut for them thro' the woods and bushes, and also what I had read of a former defeat of fifteen hundred French, who invaded the Iroquois country, I had conceiv'd some doubts and some fears for the event of the campaign.

But I ventur'd only to say, "To be sure, sir, if you arrive well before Duquesne, with these fine troops, so well provided with artillery, that place not yet compleatly fortified, and as we hear with no very strong garrison, can probably make but a short resistance. The only danger I apprehend of obstruction to your march is from ambuscades of Indians, who, by constant practice, are dexterous in laying and executing them; and the slender line, near four miles long, which your army must make, may expose it to be attack'd by surprise in its flanks, and to be cut like a thread into several

我某天和他谈话时，他告诉了我一些他的进军计划。"攻占杜昆堡以后，"他说，"我将直指尼亚加拉；占领尼亚加拉之后，如果季节允许的话，我将进军弗朗特耐克；而且我猜想季节不会太晚，因为杜昆堡延误不了我们三四天。只要杜昆堡攻下，我不知道还有什么能拦阻我进攻尼亚加拉的了。"

在这以前，我很早就认为，当他的军队行走在一条狭长的小路上时，队伍必然会拉得老长，而这条小道也因此被树林和灌木丛切断；我也想到了我曾读过的1500名法国军队在这里遭到的失败，当时他们是入侵伊洛奎印第安人区，因此我有点怀疑这次出征，同时也非常担心。

但是，我只能鼓足勇气说："当然，先生，你带着一支拥有这么多大炮的优秀部队安全抵达杜昆堡，而杜昆堡的防御工程尚未完成，我们也听说那里的驻军并不强大，所以不会遇到什么抵抗，一定指日可下。我唯一担心的，是来自印第安人的埋伏，这可能会阻碍你的进军。印第安人对于埋伏素来熟练，他们在掩护和偷袭方面都十分巧妙敏捷。在这条小路上行军，你的军队必然要拉得很长，几乎有四英里，这样它可能会遭受侧面袭击，并且可能被切成几段。由于距离太远，被切

pieces, which, from their distance, can not come up in time to support each other."

He smil'd at my ignorance, and reply'd, "These savages may, indeed, be a formidable enemy to your raw American militia, but upon the king's regular and disciplin'd troops, sir, it is impossible they should make any impression."

I was conscious of an impropriety in my disputing with a military man in matters of his profession, and said no more. The enemy, however, did not take the advantage of his army which I apprehended its long line of march expos'd it to, but let it advance without interruption till within nine miles of the place; and then, when more in a body (for it had just passed a river, where the front had halted till all were come over), and in a more open part of the woods than any it had pass'd, attack'd its advanced guard by a heavy fire from behind trees and bushes, which was the first intelligence the general had of an enemy's being near him.

This guard being disordered, the general hurried the troops up to their assistance, which was done in great confusion, thro' waggons, baggage, and cattle; and presently the fire came upon their flank: the officers, being on horseback, were more easily distinguish'd, pick'd out as marks, and fell very fast; and the soldiers were crowded together in a huddle, having or hearing no orders, and standing to be

断的军队不可能及时地相互救援。"

他笑我的无知,回答说:"的确,对于你们未经训练的美洲军队来说,这些野人可能是难以抵挡的强敌,但是对于英王陛下久经训练的正规军来说,先生,他们不值一提。"

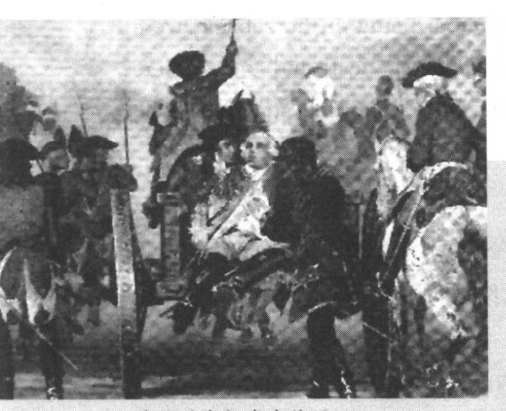
考虑到我没有资格和一位军人就他专业上的问题进行争论,所以我也不好再多说什么。但是,敌人并没有像我担心的那样,乘机攻击他那长蛇般的队伍,而是让它继续前进,直到离目的地9英里的地方,都没有做任何阻挠。那时,大部队已经在一起了(因为部队刚渡过河,先锋部队停止前进,等待全军过河),而且停留在一块比以前经过的地方更空旷的林地中,但敌人就在这里从树林和丛林后面用密集的火力向先锋部队展开了进攻。直到这时,将军才第一次知道敌人就近他身边。

先锋部队立即秩序大乱,将军催促大军上来救援,但由于马车、行李和牲口在一起,部队的前进变成了一团糟。不久,敌人从他们的侧面开火。军官们因为骑在马上,就更容易辨认了,因此成为众矢之的,很快就倒下了。士兵们挤成一团,

shot at till two-thirds of them were killed; and then, being seiz'd with a panick, the whole fled with precipitation.

The waggoners took each a horse out of his team and scamper'd; their example was immediately followed by others; so that all the waggons, provisions, artillery, and stores were left to the enemy. The general, being wounded, was brought off with difficulty; his secretary, Mr. Shirley, was killed by his side; and out of eighty-six officers, sixty-three were killed or wounded, and seven hundred and fourteen men killed out of eleven hundred. These eleven hundred had been picked men from the whole army; the rest had been left behind with Colonel Dunbar, who was to follow with the heavier part of the stores, provisions, and baggage.

The flyers, not being pursu'd, arriv'd at Dunbar's camp, and the panick they brought with them instantly seiz'd him and all his people; and, tho' he had now above one thousand men, and the enemy who bad beaten Braddock did not at most exceed four hundred Indians and French together, instead of proceeding, and endeavoring to recover some of the lost honour, he ordered all the stores, ammunition, etc., to be destroy'd, that he might have more horses to



受伤的布拉多克将军

得不到也听不到军官们的命令，只能呆在那里，被敌人射击，直到他们2/3的人都中弹倒地；那时，他们被恐惧笼罩着，然后全都仓惶而逃。

赶车的人每个都从牲口中拉出来一匹马逃走了，其他人立即模仿他们，因此所有的马车、粮草、大炮和军火全留给了敌人。将军受了伤，费了好大劲才将他救出来。他的秘书薛尔利先生死在他身边。在86名军官中，有63人伤亡；1100名士兵中，有740人阵亡。这1100名士兵，是从全军挑选出来的，其余的部队则留在后方，由丹巴上校率领。丹巴上校将押运着大量的军火、军需和行李随后前进。

逃走的士兵并没有遭到追击，他们逃到了丹巴的军营，他们带来的恐慌，立即使得丹巴上校和他的部下惊惶无比。虽然他现在还有1000多人，而击溃布拉多克的敌军，最多也不会超过400名印第安人和法国人，但是他非但没有向前进军，多少挽回一些失去的荣誉，反而命令销毁全部军需和弹药，这样他就可以有

assist his flight towards the settlements, and less lumber to remove.

He was there met with requests from the governors of Virginia, Maryland, and Pennsylvania, that he would post his troops on the frontiers, so as to afford some protection to the inhabitants; but he continu'd his hasty march thro' all the country, not thinking himself safe till he arriv'd at Philadelphia, where the inhabitants could protect him.

This whole transaction gave us Americans the first suspicion that our exalted ideas of the prowess of British regulars had not been well founded.

In their first march, too, from their landing till they got beyond the settlements, they had plundered and stripped the inhabitants, totally ruining some poor families, besides insulting, abusing, and confining the people if they remonstrated. This was enough to put us out of conceit of such defenders, if we had really wanted any.

How different was the conduct of our French friends in 1781, who, during a march thro' the most inhabited part of our country from Rhode Island to Virginia, near seven hundred miles, occasioned not the smallest complaint for the loss of a pig, a chicken, or even an apple.

Captain Orme, who was one of the general's aids-de-camp, and, being

更多的马匹帮助他逃回殖民地,少一点需要运输的东西。

弗吉尼亚、马里兰和宾夕法尼亚的州长们请求他将军队驻扎在边境,给当地居民提供保护,但是他一路上匆匆忙忙地继续撤退,直到退往费城了,由于那里的居民可以保护他,他才感觉自己安全了。

这件事使我们美洲殖民地人民第一次想到,我们过分推崇英国正规军的英勇无敌,是没有任何根据的。

而且,他们登陆后,在第一次行军中经过各个村庄时,对当地居民抢劫掳掠,使得许多贫寒人家陷于崩溃。如果居民敢有违抗,马上就会遭到侮辱、虐待和幽禁。这件事就足以使我们厌烦这种保卫者了,假如我们真正需要人来保卫的话。

这与我们法国友人的行为是多么不同啊!1781年,法国人从罗德岛到弗吉尼亚时,经过我国人口最稠密的地区,在将近700英里的行军中,连人们最轻微的抱怨也没有出现,没有人失去一头猪、一只鸡或者甚至一个苹果。

欧姆上尉(他是将军的一个副官)受了重伤,和将军一道获救,而且继续和他

grievously wounded, was brought off with him, and continu'd with him to his death, which happen'd in a few days, told me that he was totally silent all the first day, and at night only said, "Who would have thought it?" That he was silent again the following day, saying only at last, "We shall better know how to deal with them another time." and dy'd in a few minutes after.

The secretary's papers, with all the general's orders, instructions, and correspondence, falling into the enemy's hands, they selected and translated into French a number of the articles, which they printed, to prove the hostile intentions of the British court before the declaration of war. Among these I saw some letters of the general to the ministry, speaking highly of the great service I had rendered the army, and recommending me to their notice.

David Hu me, too, who was some years after secretary to Lord Hertford, when minister in France, and afterward to General Conway, when secretary of state, told me he had seen among the papers in that office, letters from Braddock highly recommending me. But, the expedition having been unfortunate, my service, it seems, was not thought of much value, for those recommendations were never of any use to me.

As to rewards from himself, I ask'd only one, which was, that he would give

住在一起,直到几天后将军咽气为止。欧姆上尉告诉我,将军第一天一句话都不说,到了晚上,他只是说:"谁能想到这种事啊?"到了第二天,他又沉默了,最后只是说:"下一次,我们就知道如何更好地对付他们了。"几分钟后,他就死了。

秘书的文件,包括将军的所有命令、训令和通信,全都落入了敌人手中。他们挑选出其中几份,并翻译成法文印行出来,证明英国人在宣战之前就已经产生敌意了。在这些文件中,我看见几封将军写给内阁的信,高度赞扬了我向陆军提供的巨大服务,并请他们注意我。

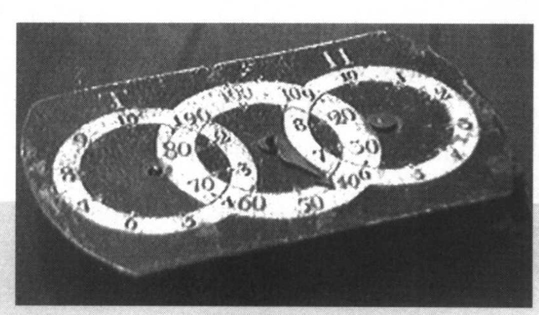
大卫·休谟——他在几年后做了赫特福德勋爵驻法国公使任内的秘书,以后在昆威将军任国务大臣时又当了他的秘书——也告诉我说,他在国务大臣的档案中看到了布拉多克的信件,信中极力推荐了我。但是,由于这次出征的失利,所以我的协助看起来并没有什么价值,因为这些推荐对我从未发生过什么作用。

对于将军本人来说,我只要求一个回报,那就是请他命令他的军官们,不要

orders to his officers not to enlist any more of our bought servants, and that he would discharge such as had been already enlisted. This he readily granted, and several were accordingly return'd to their masters, on my application.

Dunbar, when the command devolv'd on him, was not so generous. He being at Philadelphia, on his retreat, or rather flight, I apply'd to him for the discharge of the servants of three poor farmers of Lancaster county that he had enlisted, reminding him of the late general's orders on that bead. He promised me that, if the masters would come to him at Trenton, where he should be in a few days on his march to New York, he would there deliver their men to them. They accordingly were at the expense and trouble of going to Trenton, and there he refus'd to perform his promise, to their great loss and disappointment.

As soon as the loss of the waggons and horses was generally known, all the owners came upon me for the valuation which I had given bond to pay. Their demands gave me a great deal of trouble, my acquainting them that the money was ready in the paymaster's hands, but that orders



富兰克林发明的路码表

再征募我们的契约奴仆，并且释放已经征募的人。他很快就答应了，因此有几个契约奴仆因为我的申请,被重新归还给了他们的主人。

当军队的大权由丹巴掌握时,他可没有那么慷慨。当他撤退(或是不如说是逃奔)到费城时,我去请他释放兰加斯特3个穷苦农民家被征募的仆人,同时提醒他已故将军这方面的命令。他向我许诺,他的军队就要去纽约了,几天之后他将会驻扎在特棱顿,如果这些主人到特棱顿去看他的话,他会在那里把他们的仆人还给他们。于是,这些农民只好掏出钱来,不辞辛劳地去特棱顿。可是,到了那里之后,他却拒绝履行他的诺言,不仅使他们破费了钱财,而且大失所望。

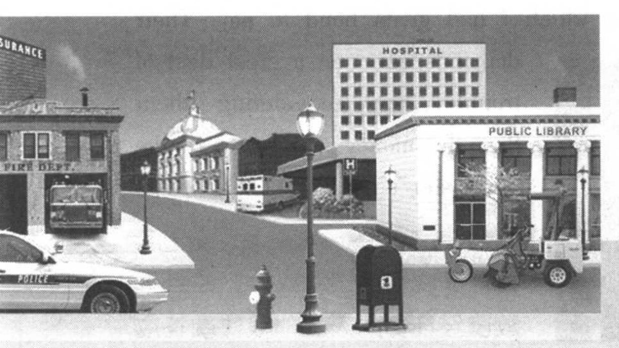
当车辆和马匹受损的消息普遍传开以后，所有的主人都来向我索赔由我担保赔偿的钱。他们的要求使我陷入了极大的困境,我告诉他们,赔偿的款项已经到了军需官手中,但是付款的命令必须首先从薛尔利将军那里发出来。我

for paying it must first be obtained from General Shirley, and my assuring them that I had apply'd to that general by letter; but, he being at a distance, an answer could not soon be receiv'd, and they must have patience, all this was not sufficient to satisfy, and some began to sue me.

General Shirley at length relieved me from this terrible situation by appointing commissioners to examine the claims, and ordering payment. They amounted to near twenty thousand pound, which to pay would have ruined me.

Before we had the news of this defeat, the two Doctors Bond came to me with a subscription paper for raising money to defray the expense of a grand firework, which it was intended to exhibit at a rejoicing on receipt of the news of our taking Fort Duquesne. I looked grave, and said it would, I thought, be time enough to prepare for the rejoicing when we knew we should have occasion to rejoice. They seem'd surpris'd that I did not immediately comply with their proposal.

"Why the d—l! " says one of them, "you surely don't suppose that



根据富兰克林的提议规划建立的城市

向他们保证说,我已经写信向薛尔利将军申请了赔偿,但是因为他太远了,我们不能立即得到回复,他们必须有耐心。但是这些话并不能让大家满意,有人开始对我提出诉讼了。

最后,薛尔利将军派了几个委员来审查大家的要求,并支付了赔款,终于使我摆脱了这种可怕的处境。赔款总额几乎达到了20000英镑,如果要我来赔偿,我就会破产。

在我们接到战败的消息之前,两位叫庞德的医生带着募捐书来找我,希望筹集资金,举办一次规模盛大的烟火,准备在获得我们攻占杜昆堡的消息之后狂欢庆祝时使用。我一脸严肃,说我认为当我们确实知道需要狂欢庆祝时,再来筹备的话,时间也来得及。他们好像很惊讶我没有立刻追随他们的建议。

"为什么?"他们当中一人说,"你总不至于认为,这个炮台攻不下来吧?""我

the fort will not be taken?" "I don't know that it will not be taken, but I know that the events of war are subject to great uncertainty." I gave them the reasons of my doubting; the subscription was dropt, and the projectors thereby missed the mortification they would have undergone if the firework had been prepared.

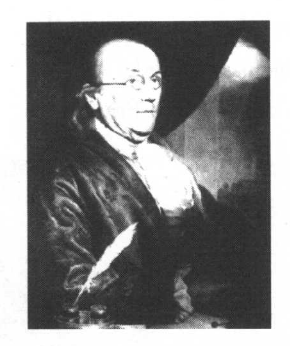
Dr. Bond, on some other occasion afterward, said that he did not like Franklin's forebodings.



英军投降的情景

并不认为这个炮台攻不下来，但是我知道，战争中有许多非常不确定的因素，所以胜败难以预测。"我就告诉他们我之所以怀疑的理由，这次募捐也就没有进行下去，不过他们也总算避免了他们将会遭遇的懊悔之事——因为一旦他们准备好了烟火，他们一定会悔恨交加的！

后来，庞德医生在另一个场合说，他不喜欢富兰克林的凶兆预言。



Chapter 10

Gov ernor Morris, who had continually worried the Assembly with message after message before the defeat of Braddock, to beat them into the making of acts to raise money for the defense of the province, without taxing, among others, the proprietary estates, and had rejected all their bills for not having such an exempting clause, now redoubled his attacks with more hope of success, the danger and necessity being greater. The Assembly, however, continu'd firm, believing they had justice on their side, and that it would be giving up an essential right if they suffered the governor to amend their money–bills.

In one of the last, indeed, which was for granting fifty thousand pounds, his propos'd amendment was only of a single word. The bill expressed "that all estates, real and personal, were to be taxed, those of the proprietaries not excepted." His

第10章

莫理斯州长在布拉多克失败之前，一直跟州议会纠缠不清，写了一份又一份的咨文，企图迫使州议会通过本州的防御经费而免征业主财产税，并且否决了州议会的所有议案，因为它们没有豁免业主财产税的条款。现在，危险和防务的需要更大、更迫切了，所以他向州议会的进攻更厉害，达到目的的希望也越来越大了。但是，州议会还是坚持着，因为他们相信正义在他们这一边，如果他们让州长修改他们的财政法案，他们将不得不放弃必要的权利。

在最后一批议案中，有一个拨款5万英镑的议案，的确，州长的建议只是修改一个字。议案原来说："一切动产和不动产都得征税，业主财产不得例外。"州长的修改虽然不大，只是将"不"字删除了，但是意义却有实质性的变化。州议会

amendment was, for not read only: a small, but very material alteration. However, when the news of this disaster reached England, our friends there, whom we had taken care to furnish with all the Assembly's answers to the governor's messages, rais'd a clamor against the proprietaries for their meanness and injustice in giving their governor such instructions; some going so far as to say that, by obstructing the defense of their province, they forfeited their right to it. They were intimidated by this, and sent orders to their receiver-general to add five thousand pounds of their money to whatever sum might be given by the Assembly for such purpose.

This, being notified to the House, was accepted in lieu of their share of a general tax, and a new bill was form'd, with an exempting clause, which passed accordingly. By this act I was appointed one of the commissioners for disposing of the money, sixty thousand pounds. I had been active in modelling the bill and procuring its passage, and had, at the same time, drawn a bill for establishing and disciplining of a voluntary militia, which I carried thro' the House without much difficulty, as care was taken in it to leave the Quakers at their liberty. To promote the association necessary to form the militia, I wrote a dialogue, stating and answering all the objections I could think of to such a militia, which was printed, and had, as I thought, great effect.

对州长咨文的所有答复,我们一直都寄给我们在英国的朋友。但是,当这次战争失利的消息传到英国后,我们在英国的朋友一片哗然,指责业主不应该对他们的州长发出这样非正义的卑鄙训令;还有人甚至说,既然他们破坏了他们殖民地的州防务,那么他们就应该丧失对该殖民地的权益。他们受到了舆论的压力,就发出命令,让他们的岁入征收总管捐助 5000 英镑,而不论州议会通过多少州防务经费。

州议会接到了这份通知后,就接受了这 5000 英镑,作为他们应缴纳的总税代金,并提出了一项附有免税条款的新议案,议案随之通过了。根据这项决议,我被任命为处理该项经费的委员之一,这笔拨款有 60000 英镑。我积极参与了起草这项议案的工作,并使它得到了批准;同时,我起草了一项议案,建议建立和训练义勇军民兵,结果它在议会中没有遇到什么困难就通过了,因为我们在议案中注意到了给教友会教友自由。为了建立组建民兵所必需的团练,我写了一篇对话,提出了我所能想到的对这种民兵的反对意见,并加以答复。这篇对话印行之后,就像我所想的那样,产生了很大的效用。

While the several companies in the city and country were forming and learning their exercise, the governor prevail'd with me to take charge of our North-western frontier, which was infested by the enemy, and provide for the defense of the inhabitants by raising troops and building a line of forts. I undertook this military business, tho' I did not conceive myself well qualified for it. He gave me a commission with full powers, and a parcel of blank commissions for officers, to be given to whom I thought fit.

I had but little difficulty in raising men, having soon five hundred and sixty under my command. My son, who had in the preceding war been an officer in the army rais'd against Canada, was my aid-de-camp, and of great use to me.

The Indians had burned Gnadenhut, a village settled by the Moravians, and massacred the inhabitants; but the place was thought a good situation for one of the forts. In order to march thither, I assembled the companies at Bethlehem, the chief establishment of those people. I was surprised to find it in so good a posture of defense; the destruction of Gnadenhut had made them apprehend danger.

The principal buildings were defended by a stockade; they had purchased a

当城市和乡村的几个连队正在组建和训练的时候，州长请我去接管我们的西北前线，那里经常有敌人出没，需要组建团练，修建炮台，以保卫当地的居民。我接受了这项军事任务，虽然我并不认为自己很有资格做这件事。他授予了我一份全权委任状，还有一包空白军官委任状，以便颁发给我认为合适的人。

我在组建民兵时并没有遇到什么困难，很快就有了 560 个人，由我来指挥。我儿子在上次攻打加拿大的战争中，是军队的一名军官，他就当了我的副官，给我了很大帮助。

印第安人已经焚毁了纳登荷，这是摩拉维亚派教友居住的一个村庄，并且屠杀了当地居民；但是，这个地方却是修建炮台的好去处。为了向纳登荷进军，我在伯利恒集合了部队，这里是摩拉维亚派教友的主要聚集地。我惊奇地发现，伯利恒的防御非常好，因为纳登荷的灭顶之灾使他们感到了极度的恐惧。

这里的主要房屋都是用栅栏防卫的，他们从纽约买来了一些武器弹药，甚至

quantity of arms and ammunition from New York, and had even plac'd quantities of small paving stones between the windows of their high stone houses, for their women to throw down upon the heads of any Indians that should attempt to force into them. The armed brethren, too, kept watch, and reliev'd as methodically as in any garrison town.

In conversation with the bishop, Spangenberg, I mention'd this my surprise; for, knowing they had obtained an act of Parliament exempting them from military duties in the colonies, I had suppos'd they were conscientiously scrupulous of bearing arms. He answer'd me that it was not one of their established principles, but that, at the time of their obtaining that act, it was thought to be a principle with many of their people. On this occasion, however, they, to their surprise, found it adopted by but a few. It seems they were either deceiv'd in themselves, or deceiv'd the Parliament; but common sense, aided by present danger, will sometimes be too strong for whimsical opinions.

It was the beginning of January when we set out upon this business of building forts. I sent one detachment toward the Minisink, with instructions to erect one for the security of that upper part of the country, and another to the lower part, with similar instructions; and I concluded to go myself with the rest of my force to

将许多铺路石放在他们那高大的石头房子的窗户之间，好让他们的妇女砸向任何企图入侵的印第安人的头部。全副武装的教友们，也在轮流防守，就像任何驻防城市的守备队一样，非常有头绪地交替休息。

在和斯邦根伯格主教谈话时，我提到了我的惊奇，因为我知道他们获得了议会的特许，使他们免除了在殖民地的服役义务，我猜想他们是真的反对服兵役的。他回答我说，反对服兵役并不是他们确定的原则之一，但是他们在获得议会特许时，有人认为他们的许多信徒是反对服兵役的。然而，这一次令他们惊讶的是，他们发现只有极少数人还保留着这一信仰。看来，不是他们欺骗了他们自己，就是他们欺骗了州议会；但是，当常识和眼前的危险变得很强烈时，是能够克服一些怪念头的。

1月初，我们开始了修筑炮台的事宜。我派了一个分队前往密尼辛克，命令他们修建一个炮台，以保护那个较高地区；我又派了另一个分队，带着类似的使命去较低的地区。最后，我自己带着剩余的人马去纳登荷，在那里，我们认为必须立即修建一座炮台。那些摩拉维亚派教友为我提供了5辆马车，搬运我们

Gnadenhut, where a fort was tho't more immediately necessary. The Moravians procur'd me five waggons for our tools, stores, baggage, etc.

Just before we left Bethlehem, eleven farmers, who had been driven from their plantations by the Indians, came to me requesting a supply of firearms, that they might go back and fetch off their cattle. I gave them each a gun with suitable ammunition.

We had not march'd many miles before it began to rain, and it continued raining all day; there were no habitations on the road to shelter us, till we arriv'd near night at the house of a German, where, and in his barn, we were all huddled together, as wet as water could make us. It was well we were not attack'd in our march, for our arms were of the most ordinary sort, and our men could not keep their gun locks dry. The Indians are dextrous in contrivances for that purpose, which we had not. They met that day the eleven poor farmers above mentioned, and killed ten of them. The one who escap'd inform'd that his and his companions' guns would not go off, the priming being wet with the rain.

The next day being fair, we continu'd our march, and arriv'd at the desolated Gnadenhut. There was a saw-mill near, round which were left several piles of boards,

的工具、粮草、军火、行李等物品。

就在我们刚准备离开伯利恒时，有 11 个农民被印第安人从他们的农场赶了出来。他们来找我，请求给他们火器，那样他们就可以回去救回他们的牲口了。我给了他们每人一支枪和一些配用的子弹。

我们还没走几英里，天就开始下雨了，而且持续了一整天。在路上我们也找不到什么躲雨的地方；直到将近傍晚，我们到了一个德国人的家中，在他的柴房里，我们都挤在一起，浑身湿透了。幸亏我们一路上没有遭到袭击，因为我们的武器装备是最简陋的那种，而且我们的士兵也没有办法使枪杆保持干燥。印第安人在这方面有巧妙的办法，可是我们却毫无办法。就在那天，印第安人碰到了上面提到的 11 个可怜的农民，杀死了他们当中的 10 个。那个逃出来的幸存者说，他和他同伴的枪开不了火，因为枪管被雨淋湿了。

第二天，天气很好，我们继续上路，到了荒凉的纳登荷。这附近有一个锯木厂，在厂子的边上还有几堆木板，我们很快就用它们为我们自己搭建了一些临时营房。由于我们没有帐篷，因此，在这样酷寒的这样做是十分必要的。我们的第一

with which we soon hutted ourselves; an operation the more necessary at that inclement season, as we had no tents. Our first work was to bury more effectually the dead we found there, who had been half interr'd by the country people.

The next morning our fort was plann'd and mark'd out, the circumference measuring four hundred and fifty-five feet, which would require as many palisades to be made of trees, one with another, of a foot diameter each. Our axes, of which we had seventy, were immediately set to work to cut down trees, and, our men being dextrous in the use of them, great despatch was made. Seeing the trees fall so fast, I had the curiosity to look at my watch when two men began to cut at a pine; in six minutes they had it upon the ground, and I found it of fourteen inches diameter. Each pine made three palisades of eighteen feet long, pointed at one end.

While these were preparing, our other men dug a trench all round, of three feet deep, in which the palisades were to be planted; and, our waggons, the bodys being taken off, and the fore and hind wheels separated by taking out the pin which united the two parts of the perch, we had ten carriages, with two horses each, to bring the palisades from the woods to the spot.

When they were set up, our carpenters built a stage of boards all round within,

件工作，就是更加妥善地掩埋我们在那里发现的尸体，在这以前，乡里的村民只是草草地收殓了一下。

第二天上午，我们的炮台就计划好了，并且选好了台基，炮台的周长达455英尺，这就需要450根栅栏，相互紧挨着排列在一起，每根栅栏由直径为1英尺的树干制成。我们共有70把斧头，就立即动手砍伐木头，由于我们的士兵在这方面很能干，所以很快就干完了。我看到伐木的速度这么快，我就好奇地望着我的表，当两个人开始砍一棵松树时，6分钟之内他们就将树砍倒在地了。我发现那棵树直径达14英寸。每棵松树可以做成3根栅栏，都长达18英尺，栅栏的一头被削得尖尖的。

当伐木工作正在进行时，我们其他的士兵就在四周挖了深达3英尺的壕沟，好将这些栅栏插到土里面。我们的马车车身也被拆掉了，将连接前后两段辕杆的钉子拔掉，前后轮被分开来，这样我们就有了10辆马车，两匹马拉一辆，将这些栅栏从树林中运到工地上来。

当栅栏立好以后，我们的木工又在圈内搭了一个木板做成的踏脚板，约有6

about six feet high, for the men to stand on when to fire thro' the loopholes. We had one swivel gun, which we mounted on one of the angles, and fir'd it as soon as fix'd, to let the Indians know, if any were within hearing, that we had such pieces; and thus our fort, if such a magnificent name may be given to so miserable a stockade, was finish'd in a week, though it rain'd so hard every other day that the men could not work.

This gave me occasion to observe, that, when men are employ'd, they are best content'd; for on the days they worked they were good-natur'd and cheerful, and, with the consciousness of having done a good day's work, they spent the evening jollily; but on our idle days they were mutinous and quarrelsome, finding fault with their pork, the bread, etc., and in continual ill-humor, which put me in mind of a sea-captain, whose rule it was to keep his men constantly at work; and, when his mate once told him that they had done every thing, and there was nothing further to employ them about, "Oh," says he, "Make them scour the anchor."

This kind of fort, however contemptible, is a sufficient defense against Indians, who have no cannon. Finding ourselves now posted securely, and having a place to retreat to on occasion, we ventur'd out in parties to scour the adjacent country. We

英尺高，好让人们站在上面，从枪眼中向外射击。我们有一门旋转大炮，我们将它放在一个角上，只要装好就开炮，也好让印第安人知道——如果他们有人在附近的话——我们有了这种装备。这样，我们的炮台——假如这样雄伟的名称可以用于称呼这么简陋的栅栏的话——在一个星期之内建好了，尽管每隔一天就会下大雨，导致士兵们不能工作。

这件事给了我一个机会，使我看到当人们工作时，他们觉得很满足，因为他们在工作的时候，是那么的好脾气，而且心情愉快，意识到自己完成了整整一天的工作，他们晚上就会过得很愉快。但是，在空闲的日子里，他们就桀骜不驯，争吵不休，不是挑剔伙食不好，就是经常发脾气。这使我想起了一位船长，他总是让他的水手们不断地工作。有一次，当他的副手来告诉他说，他们干完了所有的事情，再也找不到什么活让他们干了。"噢，"他竟然说，"那就让他们去洗船锚吧。"

尽管这种炮台是如此的简陋，但是用来抵御没有大炮的印第安人已经足够了。当我们站稳脚跟，在必要的时候也有了可退之地以后，我们就结成伴，大

met with no Indians, but we found the places on the neighboring hills where they had lain to watch our proceedings. There was an art in their contrivance of those places, that seems worth mention. It being winter, a fire was necessary for them; but a common fire on the surface of the ground would by its light have discovered their position at a distance. They had therefore dug holes in the ground about three feet diameter, and somewhat deeper; we saw where they had with their hatchets cut off the charcoal from the sides of burnt logs lying in the woods. With these coals they had made small fires in the bottom of the holes, and we observ'd among the weeds and grass the prints of their bodies, made by their laying all round, with their legs hanging down in the holes to keep their feet warm, which, with them, is an essential point. This kind of fire, so manag'd, could not discover them, either by its light, flame, sparks, or even smoke: it appear'd that their number was not great, and it seems they saw we were too many to be attacked by them with prospect of advantage.

We had for our chaplain a zealous Presbyterian minister, Mr. Beatty, who complained to me that the men did not generally attend his prayers and exhortations. When they enlisted, they were promised, besides pay and provisions, a

胆地搜索邻近的地区。我们并没有碰到印第安人，但是我们却在附近的小山上发现了他们用来躲藏并侦查我们行动的地方。在这些地方，有一种似乎值得一提的巧妙的装置。这时是冬季，所以生火是必需的，但是假如在地面上生一堆普通的火，人们在远处就能看见火光，并知道他的位置了。因此，他们在地上挖了一些坑，直径约有3英尺，深度也差不多。我们看到了他们是如何用斧头从倒在林中的烧焦的木头边上砍下木炭的。他们就用这些木炭在洞底生起了小火；而且我们还看到了他们的身体躺在地洞四周草地上时留下来的痕迹，他们的腿悬挂在洞中，以保持脚上的温暖，这对他们来说是非常重要的。采用如此隐蔽的方法生火，敌人发现不了他们，也看不到火光、火焰和火星，甚至看不到烟。看上去他们的人数并不多，而且好像他们已经知道我们有很多人，所以即使他们想袭击，也很难占便宜。

我们请了一位热心的长老会牧师贝迪先生给我们当随军牧师，他向我抱怨说，士兵们一般都不来参加他的祈祷，也不听他的训诫。在他们入伍之初，我们除了发给他们饷银和伙食之外，还答应每天给他们一小盅甜酒，这会按时发给他

gill of rum a day, which was punctually serv'd out to them, half in the morning, and the other half in the evening; and I observ'd they were as punctual in attending to receive it; upon which I said to Mr. Beatty, "It is, perhaps, below the dignity of your profession to act as steward of the rum, but if you were to deal it out and only just after prayers, you would have them all about you." He liked the tho't, undertook the office, and, with the help of a few hands to measure out the liquor, executed it to satisfaction, and never were prayers more generally and more punctually attended; so that I thought this method preferable to the punishment inflicted by some military laws for non-attendance on divine service.

I had hardly finish'd this business, and got my fort well stor'd with provisions, when I receiv'd a letter from the governor, acquainting me that he had call'd the Assembly, and wished my attendance there, if the posture of affairs on the frontiers was such that my remaining there was no longer necessary. My friends, too, of the Assembly, pressing me by their letters to be, if possible, at the meeting, and my three intended forts being now compleated, and the inhabitants contented to remain on their farms under that protection, I resolved to return; the more willingly, as a New England officer, Colonel Clapham, experienced in Indian war, being on a visit

们,一半是在上午,另一半则是在晚上,我发现他们来拿酒喝倒是非常准时的。因此,我就对贝迪说:"作为一名牧师,让你去管甜酒或许委屈你了,但是如果你在祈祷完后才分酒的话,他们都会来到你身边的。"他也很喜欢这个主意,就接受了这个职位,有几个人帮着他分酒,事情进展得非常顺利,祈祷会从来没有像这样座无虚席、按时不误过。因此,我认为与其用军法来处罚那些不参加祈祷的人,还不如用这种方法更有效。

这项工作刚刚完成,在炮台中储备了充足的粮草之后,这时我就接到了州长的一封来信,告诉我他已经召集了州议会,假如边境的形势不需要我再在那里的话,就让我去开会。我在州议会的朋友也来信劝我,如果可能的话就去开会。现在,我的3个炮台已经建好了,居民们在炮台的保护下,也愿意留在自己的农场里了,于是我就决定回去。更令人高兴的是,一位新英格兰军官克拉普汉上校,在如何与印第安人作战方面颇有经验,他正好来我们这里访问,同意担任指挥官。我就给了他一份委任状,趁着检阅驻军时,我向全军宣读了委任状,并把他介绍

to our establishment, consented to accept the command. I gave him a commission, and, parading the garrison, had it read before them, and introduc'd him to them as an officer who, from his skill in military affairs, was much more fit to command them than myself; and, giving them a little exhortation, took my leave.

I was escorted as far as Bethlehem, where I rested a few days to recover from the fatigue I had undergone. The first night, being in a good bed, I could hardly sleep, it was so different from my hard lodging on the floor of our hut at Gnaden wrapt only in a blanket or two.

While at Bethlehem, I inquir'd a little into the practice of the Moravians: some of them had accompanied me, and all were very kind to me. I found they work'd for a common stock, eat at common tables, and slept in common dormitories, great numbers together. In the dormitories I observed loopholes, at certain distances all along just under the ceiling, which I thought judiciously placed for change of air. I was at their church, where I was entertain'd with good musick, the organ


听富兰克林演讲的听众

给了全体士兵。我认为就他的军事才能而言，他比我更适合担任他们的指挥官。在对他们讲了一些勉励性的话之后，我就离开了。

我被护送到了伯利恒。在这里，我小住了几天，以消除疲劳。第一个晚上，我睡在一张舒适的床上，简直无法入睡，因为这与裹着一两条毯子睡在我们纳登荷木屋的地板上，实在是天壤之别。

在伯利恒逗留期间，我大致了解了摩拉维亚派教友的一些习俗。他们中的一些人还一直陪着我，而且所有摩拉维亚派的教友对我都非常友好。我发现他们是共产制，吃同样的伙食，一大群人都睡在集体宿舍。在宿舍里，我看到在靠近天花板的墙四周每隔一定的距离就开了一个气孔。我认为这些气孔为了空气的流通，所以开在上端是很合适的。我到他们教堂参加了他们的礼拜仪式。在那里，我欣

being accompanied with violins, hautboys, flutes, clarinets, etc. I understood that their sermons were not usually preached to mixed congregations of men, women, and children, as is our common practice, but that they assembled sometimes the married men, at other times their wives, then the young men, the young women, and the little children, each division by itself. The sermon I heard was to the latter, who came in and were plac'd in rows on benches; the boys under the conduct of a young man, their tutor, and the girls conducted by a young woman. The discourse seem'd well adapted to their capacities, and was deliver'd in a pleasing, familiar manner, coaxing them, as it were, to be good. They behav'd very orderly, but looked pale and unhealthy, which made me suspect they were kept too much within doors, or not allow'd sufficient exercise.

I inquir'd concerning the Moravian marriages, whether the report was true that they were by lot. I was told that lots were us'd only in particular cases; that generally, when a young man found himself dispos'd to marry, he inform'd the elders of his class, who consulted the elder ladies that govern'd the young women. As these elders of the different sexes were well acquainted with the tempers and dispositions of their respective pupils, they could best judge what matches were

赏到了优美的音乐，他们还用提琴、箫、横笛、竖笛等乐器来伴奏风琴。我知道，他们讲道时不像我们平常那样，对着男女老少混合在一起的会众演讲，而是有时候召集已婚男子，有时候召集他们的妻子，有时则召集未婚的年轻男子、未婚的年轻女子和儿童分别集会。我曾听过他们较近的一次对儿童的讲道。男孩子由一个青年男子（他们的导师）带领，女孩则由一个青年妇女带领，进入会场后，排好队按顺序坐在凳子上。讲的内容似乎很适合他们的水平，讲道时用一种亲切而愉快的方式，仿佛劝导他们做乖孩子似的。他们很守纪律，但看上去脸色有点儿苍白，健康不良。这使我猜想他们是被关在屋子里太长时间了，或者是没有得到足够的运动。

我调查了摩拉维亚派的婚姻习俗，想知道他们是否像传说中的那样，采取抽签的方式来决定配偶。他们告诉我，只有在特殊的情况下才采取这种抽签的方式。一般情况下，当一个青年男子准备结婚时，他就会告知他班上的长辈们，这些人又去和那些老年妇女商量，她们管理那些年轻女孩。由于这些男女长辈非常了解他们各自学生的脾气性格，所以他们最容易判断哪种婚配最合适。一般来说，

suitable, and their judgments were generally acquiesc'd in; but if, for example, it should happen that two or three young women were found to be equally proper for the young man, the lot was then recurred to. I objected, if the matches are not made by the mutual choice of the parties, some of them may chance to be very unhappy. "And so they may," answer'd my informer, "if you let the parties chuse for themselves." which, indeed, I could not deny.

Being returned to Philadelphia, I found the association went on swimmingly, the inhabitants that were not Quakers having pretty generally come into it, formed themselves into companies, and chose their captains, lieutenants, and ensigns, according to the new law.

Dr. B. visited me, and gave me an account of the pains he had taken to spread a general good liking to the law, and ascribed much to those endeavors. I had had the vanity to ascribe all to my Dialogue; however, not knowing but that he might be in the right, I let him enjoy his opinion, which I take to be generally the best way in such cases.

The officers, meeting, chose me to be colonel of the regiment, which I this time accepted. I forget how many companies we had, but we paraded about twelve

他们的决定总是能得到尊重。但是,比如他们认为有两三个年轻女孩同样适合一个青年男子时,这才采取抽签的办法。我提出了反对的意见,认为如果婚姻不是由双方当事人来自愿选择的话,那么他们当中就可能会有人不幸福。"他们也可能会不幸福,"告诉我这件事的人回答说,"即使你让当事人自己选择。"对于这一点,事实上我也无法否认。

回到费城后,我发现团练事务进展得很顺利,除了教友会教友,其他居民几乎全都参加进来了。他们按照新的法律,把自己组建成许多中队,选出了他们的上尉、中尉和少尉。

B博士来看我,给我讲了他在宣扬团练法律方面所做的努力,并且将其成就归功于这种努力。而在这以前,我自认为这项法律完全是由于我那篇《对话》才通过的;但是,我想他或许也有道理,所以我就让他保持他的观点——在此情况下,我想这一般都是最好的办法。

团练的军官们开会推举我担任团队的上校,这一次我接受了。我不记得我

hundred well-looking men, with a company of artillery, who had been furnished with six brass field-pieces, which they had become so expert in the use of as to fire twelve times in a minute.

The first time I reviewed my regiment they accompanied me to my house, and would salute me with some rounds fired before my door, which shook down and broke several glasses of my electrical apparatus. And my new honour proved not much less brittle; for all our commissions were soon after broken by a repeal of the law in England.

During this short time of my colonelship, being about to set out on a journey to Virginia, the officers of my regiment took it into their heads that it would be proper for them to escort me out of town, as far as the Lower Ferry. Just as I was getting on horseback they came to my door, between thirty and forty, mounted, and all in their uniforms. I had not been previously acquainted with the project, or I should have prevented it, being naturally averse to the assuming of state on any occasion; and I was a good deal chagrin'd at their appearance, as I could not avoid their accompanying me. What made it worse was, that, as soon as we began to move, they drew their swords and rode with them naked all the way. Somebody wrote an

们组建了多少个中队，但是我们有1200名英勇的战士列队游行，还有一个中队的炮兵，他们装备了6门铜质战地炮，他们使用这种战地炮非常熟练，每分钟能开12炮。

我第一次检阅了我的团队之后，炮兵们护送我到了家中，并在我家门口放了几响礼炮，以对我表示敬意，炮弹还震落并打碎了我电学仪器上的几块玻璃。我的新荣誉和这些玻璃也差不多一样脆弱，因为我们的团练不久就被英国政府废除了，我们的军衔也接着被撤销了。

在我担任上校的短短一段时期内，我有一次将要出发去弗吉尼亚，我团队中的军官们认为他们应该护送我出城，直到下渡口。我正上马时，他们来到我的门前，全都骑着马穿着军服，有三四十人。我事前对他们的计划毫不知情，否则我会劝阻的，因为我生来就不喜欢在任何场所耍威风。他们的到来使我十分懊悔，因为我这时不能劝阻他们不要护送我了。但更糟的是，当我们开始前进时，他们拔出了他们的刀，一路上骑着持刀行进。有人把这件事写了一个报告，寄给了业主，这使他非常不满。他在宾夕法尼亚州时，却从来没有受过这样隆重的礼遇，而且

account of this to the proprietor, and it gave him great offense. No such honor had been paid him when in the province, nor to any of his governors; and he said it was only proper to princes of the blood royal, which may be true for aught I know, who was, and still am, ignorant of the etiquette in such cases.

This silly affair, however, greatly increased his rancour against me, which was before not a little, on account of my conduct in the Assembly respecting the exemption of his estate from taxation, which I had always oppos'd very warmly, and not without severe reflections on his meanness and injustice of contending for it. He accused me to the ministry as being the great obstacle to the king's service, preventing, by my influence in the House, the proper form of the bills for raising money, and he instanced this parade with my officers as a proof of my having an intention to take the government of the province out of his hands by force. He also applied to Sir Everard Fawkener, the postmaster-general, to deprive me of my office; but it had no other effect than to procure from Sir Everard a gentle admonition.

Notwithstanding the continual wrangle between the governor and the House, in which I, as a member, had so large a share, there still subsisted a civil intercourse between that gentleman and myself, and we never had any personal difference. I

他的州长们也从未享受过这样的敬意。他说，只有王室血统的成员才配受到这样的待遇。这或许是真的，但是我不太知道——无论在过去还是现在，我对这种礼节都是一窍不通的。

然而，这一愚蠢之举却大大地增加了业主对我的敌意。在这以前，由于我在州议会中针对他的财产免税的有关言论，使他本来就对我怀恨在心了。我一直强烈反对这种免税，而且我还严厉地谴责了他在要求这种特权时所表现出来的不道德。于是，他就向内阁控告了我，说我对英王的军务是一个巨大的阻碍，还说我利用我在州议会中的势力，来反对通过合理的筹款议案。他还列举了这次我和我的军官们列队游行的事情，说明我企图通过武力，夺取他手中对宾州的权力。他还请求邮政总长依福拉·福克纳爵士免掉我的职务，但是这一点用处都没有，结果只得到了依福拉爵士一顿委婉的训斥。

尽管州长与州议会之间摩擦不断，我身为一名议员，在这些争执中承担了很大的责任，不过我和州长之间依然保持了一种谦恭有礼的关系，我们从未发生过

have sometimes since thought that his little or no resentment against me, for the answers it was known I drew up to his messages, might be the effect of professional habit, and that, being bred a lawyer, he might consider us both as merely advocates for contending clients in a suit, he for the proprietaries and I for the Assembly. He would, therefore, sometimes call in a friendly way to advise with me on difficult points, and sometimes, tho' not often, take my advice.

We acted in concert to supply Braddock's army with provisions; and, when the shocking news arrived of his defeat, the governor sent in haste for me, to consult with him on measures for preventing the desertion of the back counties. I forget now the advice I gave; but I think it was, that Dunbar should be written to, and prevail'd with, if possible, to post his troops on the frontiers for their protection, till, by re-enforcements from the colonies, he might be able to proceed on the expedition. And, after my return from the frontier, he would have had me undertake the conduct of such an expedition with provincial troops, for the reduction of Fort Duquesne, Dunbar and his men being otherwise employed; and he proposed to commission me as general.

I had not so good an opinion of my military abilities as he profess'd to have,

个人冲突。有时候我想,他之所以不抱怨或很少抱怨我,可能是出于职业习惯,因为大家都知道对他的咨文的回复都是由我来写的,而他曾做过律师,也许他认为我们两人只不过是诉讼双方的代理律师,他代表着业主,而我则代表州议会。因此,他有时候会来我家做一次友好访问,请我对一些疑难问题提点儿建议,有时他也会接受我的建议,尽管不是经常这样。

我们曾联合为布拉多克的军队采购过军需物资。当他失利的令人震惊的消息传来后,州长赶紧派人来找我,和他共同商量防止边境城镇居民逃亡之策。我现在已不记得我当时提了什么建议,但是我想我曾经建议他给丹巴写信,如果可能的话,让他暂时将部队驻扎在边境,以保护边境居民,等各殖民地援兵到达之后,或许可以继续征伐之旅;等我从边区回来以后,他可以命令我率领殖民地军队去征战,攻打杜昆堡,如果丹巴和他的军队忙着攻打其他地方的话。他提议任命我为将军。

我对于自己军事才能的估计,可不如他口头上对我的评价;并且我相信,他的口头评价一定超过了他的真实想法。但是,也许是他认为,凭着我的名望,将

and I believe his professions must have exceeded his real sentiments; but probably he might think that my popularity would facilitate the raising of the men, and my influence in Assembly, the grant of money to pay them, and that, perhaps, without taxing the proprietary estate. Finding me not so forward to engage as he expected, the project was dropt, and he soon after left the government, being superseded by Captain Denny.

Before I proceed in relating the part I had in public affairs under this new governor's administration, it may not be amiss here to give some account of the rise and progress of my philosophical reputation.

In 1746, being at Boston, I met there with a Dr. Spence, who was lately arrived from Scotland, and show'd me some electric experiments. They were imperfectly perform'd, as he was not very expert; but, being on a subject quite new to me, they equally surpris'd and pleased me.

Soon after my return to Philadelphia, our library company receiv'd from Mr. P. Collinson, Fellow of the Royal Society of London, a present of a glass tube, with some account of the use of it in making such experiments. I eagerly seized the opportunity of repeating what I had seen at Boston; and, by much practice, acquir'd

对征集士兵有所帮助，而且我在州议会中的势力也有助于州议会拨款支付军饷——或许此项拨款可以豁免业主的财产税。不过，当他发现我并不如他所预料的那样热心时，这项计划就搁浅了。不久，他就离任了，继任者是丹尼上尉。

在继续介绍我在这位新州长任内进行的政治活动之前，在此不妨介绍一下我在学术研究方面日益上升的声望。

1746 年，我正在波士顿。在那里，我遇见了一位名叫斯宾塞的博士。他刚从苏格兰来，他给我展示了一些电气试验。这些试验做得并不是非常完美，因为他的技术不太熟练。但是，由于这个题目对我而言是全新的，所以令我惊喜异常。

我回到费城不久，我们的订阅图书馆受到了一根玻璃试管礼物，它是伦敦皇家协会的一个会员柯令逊先生寄来的，还带有说明书，解释做这种实验时使用玻璃管的方法。我急切地抓住机会，重复我在波士顿看到的实验。在多次练习之后，我也能很熟练地做那些我们从英国寄来的书报中看到的实验了；同时，我还增加

great readiness in performing those, also, which we had an account of from England, adding a number of new ones. I say much practice, for my house was continually full, for some time, with people who came to see these new wonders.

To divide a little this incumbrance among my friends, I caused a number of similar tubes to be blown at our glass-house, with which they furnish'd themselves, so that we had at length several performers. Among these, the principal was Mr. Kinnersley, an ingenious neighbor, who, being out of business, I encouraged to undertake showing the experiments for money, and drew up for him two lectures, in which the experiments were rang'd in such order, and accompanied with such explanations in such method, as that the foregoing should assist in comprehending the following. He procur'd an elegant apparatus for the purpose, in which all the little machines that I had roughly made for myself were nicely form'd by instrument-makers. His lectures were well attended, and gave great satisfaction; and after some time he went thro' the colonies, exhibiting them in every capital town, and pick'd up some money. In the West India islands, indeed, it was with difficulty the experiments could be made, from the general moisture of the air.

Oblig'd as we were to Mr. Collinson for his present of the tube, etc., I thought

了几个新实验。我说多次练习，是因为有一段时期，我家经常来许多客人，他们都是来看这些新东西的。

为了让朋友们分担一些这种负担，我就让我们玻璃厂吹制了几根类似的玻璃管。这样，这些朋友也有了实验设备，到后来我们就有了好几个表演实验的人。在这些人当中，最主要的是金纳斯莱先生，他是我一位很有才华的邻居。他当时正失业，我就鼓励他表演这种实验来赚点儿钱，我还替他写了两篇演讲稿。在演讲稿中，叙述了实验的先后顺序、讲解了说明的措辞和方法，以便能做到由浅入深，从已知到未知。为此，他特意买了一套精美的仪器，以前我自己做的那些粗糙的小机械，现在都由仪器制造商精美地做了出来。他的演讲有很多人来听，他们听了极为满意。过了一些时候，他周游各殖民地，在各主要的城镇表演实验，因此积攒了一些钱。在西印度群岛，做这些实验的确太难了，因为那里的空气湿度太大了。

由于柯令逊先生给我们寄来的那根玻璃管和其他东西，使我们对他很感激，所以我觉得应当告诉他我们用这根玻璃管做实验所获得的成就。我给他写了几

it right he should be inform'd of our success in using it, and wrote him several letters containing accounts of our experiments. He got them read in the Royal Society, where they were not at first thought worth so much notice as to be printed in their Transactions.

One paper, which I wrote for Mr. Kinnersley, on the sameness of lightning with electricity, I sent to Dr. Mitchel, an acquaintance of mine, and one of the members also of that society, who wrote me word that it had been read, but was laughed at by the connoisseurs. The papers, however, being shown to Dr. Fothergill, he thought them of too much value to be stifled, and advis'd the printing of them. Mr. Collinson then gave them to Cave for publication in his Gentleman's Magazine; but he chose to print them separately in a pamphlet, and Dr. Fothergill wrote the preface. Cave, it seems, judged rightly for his profit, for by the additions that arrived afterward they swell'd to a quarto volume, which has had five editions, and cost him nothing for copy–money.

It was, however, some time before those papers were much taken notice of in England. A copy of them happening to fall into the hands of the Count de Buffon, a philosopher deservedly of great reputation in France, and, indeed, all over Europe, he prevailed with M. Dalibard to translate them into French, and they were printed at

封信，讲了我们做的实验。他在皇家学会上读了我的报告，一开始皇家学会觉得这些报告没有什么价值，不值得在他们的刊物上发表。

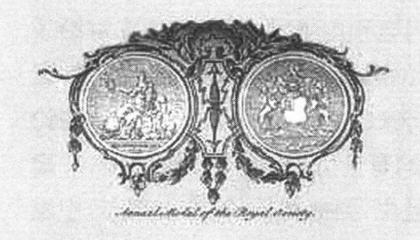
我曾替金纳斯莱先生写了一篇论文，说明闪电和电是同一体，我把它寄给了密丘尔博士，他是我的一个朋友，也是皇家学会的会员之一。他写信告诉我说，这篇论文已经在会上宣读过了，但却受到了那些行家的嘲笑。然而，有人把这些论文给了福泽吉尔博士看，他却认为它们是如此的有价值，所以不应被埋没，并建议把它们印出来。柯令逊先生后来把它们交给盖夫，要他在他的《绅士杂志》中发表。但是盖夫决定单独用小册子发表，福泽吉尔博士还写了一篇序言。看来，盖夫对他的生意判断是对的，因为加上后来陆续寄去的文章，这本论文集扩充到了厚厚一本四开本，出版了 5 次，而他却没出一分钱稿费。

但是，在一段时期内，这些论文在英国并没有引起广泛关注。这本论文集偶然落入了德布丰爵士手中，这是一位驰名法国乃至全欧洲的、极富真才实学的科学家，他敦促戴立巴尔德先生译成了法文，并将它们在巴黎出版。这次出版却激怒了皇家科学导师诺莱特神父。他是一个能干的实验学家，以前提出并发表过一

Paris. The publication offended the Abbe Nollet, preceptor in Natural Philosophy to the royal family, and an able experimenter, who had form'd and publish'd a theory of electricity, which then had the general vogue. He could not at first believe that such a work came from America, and said it must have been fabricated by his enemies at Paris, to decry his system. Afterwards, having been assur'd that there really existed such a person as Franklin at Philadelphia, which he had doubted, he wrote and published a volume of Letters, chiefly address'd to me, defending his theory, and denying the verity of my experiments, and of the positions deduc'd from them.

I once purpos'd answering the abbe, and actually began the answer; but, on consideration that my writings contain'd a description of experiments which any one might repeat and verify, and if not to be verifi'd, could not be defended; or of observations offer'd as conjectures, and not delivered dogmatically, therefore not laying me under any obligation to defend them; and reflecting that a dispute between two persons, writing in different languages, might be lengthened greatly by mistranslations, and thence misconceptions of one another's meaning, much of one of the abbe's letters being founded on an error in the translation, I concluded to let my papers shift for themselves, believing it was better to spend what time I could

1753



富兰克林在电学研究方面的成果，使他获得了1753年英国皇家学会颁发的科普利金质奖

套电气理论，当时甚为流行。他最初还不相信这些论文是从美洲来的，并且说这必然是他的论敌为了贬损他的体系，而在巴黎捏造的。后来，他知道在费城的确有这样一个叫富兰克林的人，尽管他以前怀疑过。他撰写并发表了大量的信札，主要是写给我的。他在信札中为他的理论辩护，否认我的实验，以及我从实验中获得的结论的真实性。

我曾经想回复他，而且已经开了个头，但考虑到我的论文已经讲了实验的方法，任何人都可以重复核实，否则也不值得辩护了；论文中的观点是作为一种假设提出来的，并不是什么武断的教条，因此我根本不必为此辩解。我又想到两人之间的争辩是采用不同的言，由于翻译上的错误或误译所引起的相互之间的误解，可能会被大大延长，这位神父有一封信中的大部分的话就是因为翻译中的一处错误而

spare from public business in making new experiments, than in disputing about those already made.

I therefore never answered M. Nollet, and the event gave me no cause to repent my silence; for my friend M. le Roy, of the Royal Academy of Sciences, took up my cause and refuted him; my book was translated into the Italian, German, and Latin languages; and the doctrine it contain'd was by degrees universally adopted by the philosophers of Europe, in preference to that of the abbe; so that he lived to see himself the last of his sect, except Monsieur B——, of Paris, his eleve and immediate disciple.

What gave my book the more sudden and general celebrity, was the success of one of its proposed experiments, made by Messrs. Dalibard and De Lor at Marly, for drawing lightning from the clouds. This engag'd the public attention every where. M. de Lor, who had an apparatus for experimental philosophy, and lectur'd in that branch of science, undertook to repeat what he called the Philadelphia Experiments; and, after they were performed before the king and court, all the curious of Paris flocked to see them. I will not swell this narrative with an account of that capital experiment, nor of the infinite pleasure I receiv'd in the success of a similar one I made soon after with a

引起的，于是我决定不做任何辩解，认为与其花时间辩护已经做过的实验，还不如把我剩余的时间用来做新的实验。

所以，我从来没有答复过诺莱特先生。事实也证明，我保持沉默是对的，因为我的朋友、皇家科学学会的会员M·李罗先生出来为我辩护，驳斥了他。我的论文被译成了意大利语、德语和拉丁语，书中的学说也逐渐被欧洲的科学家们普遍接受，用它们取代了诺莱特神父的学说。所以，他在死之前看到的是他自己成了他的学说的最后信徒——例外的是巴黎的B先生，他是他的学生和学说传承者。

使我的书特别迅速和广泛地引起人们注意的，是书中提出来的一个实验的成功。这个实验是戴立巴尔德和德罗两位先生在马莱做的，其目的是把云层中的电引到地下来。这件事引起了各地人们的注意。德罗先生有一套做实验的设备，并且讲授实验科学，他就着手重复他所谓的“费城实验”。在国王和王后面前表演过后，巴黎全城喜欢热闹的人都聚集来看。我就不再重复这个重要实验的经过，以及不久以后我在费城用一只风筝做的一个类似的实验了，这次实验获得

kite at Philadelphia, as both are to be found in the histories of electricity.

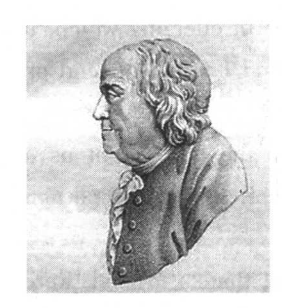
Dr. Wright, an English physician, when at Paris, wrote to a friend, who was of the Royal Society, an account of the high esteem my experiments were in among the learned abroad, and of their wonder that my writings had been so little noticed in England. The society, on this, resum'd the consideration of the letters that had been read to them; and the celebrated Dr. Watson drew up a summary account of them, and of all I had afterwards sent to England on the subject, which be accompanied with some praise of the writer.

This summary was then printed in their Transactions; and some members of the society in London, particularly the very ingenious Mr. Canton, having verified the experiment of procuring lightning from the clouds by a pointed rod, and acquainting them with the success, they soon made me more than amends for the slight with which they had before treated me. Without my having made any application for that honor, they chose me a member, and voted that I should be excus'd the customary payments, which would have amounted to twenty-five guineas; and ever since have given me their Transactions gratis. They also presented me with the gold medal of Sir Godfrey Copley for the year 1753, the delivery of which was accompanied by a very handsome speech of the president, Lord Macclesfield, wherein I was highly honoured.

了成功，使我感到无限快慰，因为这两件事都记载在电学史上。

赖特医生，一位英国科学家，当他在巴黎的时候，写信给他的一位朋友（他是皇家学会的会员），讲了国外学术界非常重视我的实验，而且外国的学者不明白，为什么我的著作在英国反而没有引起人们的关注。接到这个消息之后，皇家学会才重新考虑以前在会上宣读过的信件。著名的沃特森博士简要地报告了过去曾经宣读过的以及在那以后我寄给英国的所有关于电气的通讯，并且对我大加赞扬。

这份报告后来发表在他们的刊物中。在伦敦的一些会员，特别是天才的康东先生，都证实了这个试验，那就是用一根尖针也可以把云层的电引下来，并把这个结果报告给了皇家学会。不久，皇家学会就纠正了他们当初轻视我的错误；并且作为弥补，他们对我十分优待，在我没有申请的情况下，就主动选举我为皇家学会的会员，给了我这份荣誉，而且决定不让我缴纳入会费，这有25个金币。此后，他们一直免费给我寄他们的刊物；同时，他们还将葛德弗雷·柯普立爵士1753年的金质奖章授予了我。在授奖典礼上，学会会长麦克费尔德勋爵还发表了一篇措辞非常雅致的演讲，高度赞扬了我。



Chapter 11

Our new governor, Captain Denny, brought over for me the before-mentioned medal from the Royal Society, which he presented to me at an entertainment given him by the city. He accompanied it with very polite expressions of his esteem for me, having, as he said, been long acquainted with my character. After dinner, when the company, as was customary at that time, were engag'd in drinking, he took me aside into another room, and acquainted me that he had been advis'd by his friends in England to cultivate a friendship with me, as one who was capable of giving him the best advice, and of contributing most effectually to the making his administration easy; that he therefore desired of all things to have a good understanding with me, and he begg'd me to be assur'd of his readiness on all occasions to render me every service that might be in his power. He said much to me, also, of the proprietor's

第11章

我们的新州长丹尼上尉将上面提到的皇家学会的奖章给我带来了，他在费城为他举行的招待会上，将这枚奖章给了我。在授奖时，他措辞十分幽雅地表达了对我的敬意，还说他对我的品德早就有所耳闻。饭后，当参加宴会的人按照当时的习惯正在喝酒的时候，他把我拉到一边，进了另外一间屋子，并且告诉我说，他在英国的朋友都建议他和我建立友谊，因为我能够给他最好的忠告，最有助于使他的执政顺利开展下去。所以，他极其强烈地希望了解我，和我友好相处，他要我相信，在任何情况下，他都愿意在他的权力范围之内尽力为我效劳。他还对我说了许多有关业主对于宾州友善感情的话，说是如果能够放弃长期以来对业主各项措施的反抗，使业主和他的臣民言归于好的话，这对我们大家，尤其是对我

good disposition towards the province, and of the advantage it might be to us all, and to me in particular, if the opposition that had been so long continu'd to his measures was dropt, and harmony restor'd between him and the people; in effecting which, it was thought no one could be more serviceable than myself; and I might depend on adequate acknowledgments and recompenses, etc., etc.

The drinkers, finding we did not return immediately to the table, sent us a decanter of Madeira, which the governor made liberal use of, and in proportion became more profuse of his solicitations and promises.

My answers were to this purpose: that my circumstances, thanks to God, were such as to make proprietary favours unnecessary to me; and that, being a member of the Assembly, I could not possibly accept of any; that, however, I had no personal enmity to the proprietary, and that, whenever the public measures he propos'd should appear to be for the good of the people, no one should espouse and forward them more zealously than myself; my past opposition having been founded on this, that the measures which had been urged were evidently intended to serve the proprietary interest, with great prejudice to that of the people; that I was much obliged to him (the governor) for his professions of regard to me, and that he might



富兰克林漫画

都会大有好处，而要想做到这件事，再也没有人比我更适合的，而且我可以由此获得一定的报酬和报答，等等。

喝酒的人发现我们没有立即回到餐桌上来，就让人送来了一瓶白葡萄酒。州长开怀痛饮起来，而且随着酒喝得越多，他的恳求和许愿也越多了。

我回答他说：我的经济条件，感谢上帝，还是很不错的，还不至于要业主给我任何恩赐；同时，作为一名议员，我也不可能接受业主的任何赏赐；不过，我和业主之间并无个人恩怨，在任何时候，只要他提出来的公共策略符合人民的利益，我就一定比别人还要热烈地拥护和赞同。过去我之所以反对他，是由于业主提出来的措施显然是为业主的利益服务的，而对人民的利益却损害极大；我十分感激他（州长）对我表示的好意，他可以相信我将

rely on every thing in my power to make his administration as easy as possible, hoping at the same time that he had not brought with him the same unfortunate instruction his predecessor had been hamper'd with.

On this he did not then explain himself; but when he afterwards came to do business with the Assembly, they appear'd again, the disputes were renewed, and I was as active as ever in the opposition, being the penman, first, of the request to have a communication of the instructions, and then of the remarks upon them, which may be found in the votes of the time, and in the Historical Review I afterward publish'd.

But between us personally no enmity arose; we were often together; he was a man of letters, had seen much of the world, and was very entertaining and pleasing in conversation. He gave me the first information that my old friend Jas. Ralph was still alive; that he was esteem'd one of the best political writers in England; had been employ'd in the dispute between Prince Frederic and the king, and had obtain'd a pension of three hundred a year; that his reputation was indeed small as a poet, Pope having damned his poetry in the Dunciad; but his prose was thought as good as any man's.

The Assembly finally finding the proprietary obstinately persisted in manacling

尽我的能力，使他在任期内尽可能顺利，同时也希望他不像他的前任那样，还带着不幸的指示而来，他的前任曾因此而束手无策。

对此，他自己并没有什么解释。但是，当他后来开始与州议会打交道时，这种指示又出现了，双方的争执又恢复如初，而我作为首先要求州长把业主训令通知州议会的执笔人，以及以后对于这些指示的意见的执笔人（关于这两份文件，可以在当时的议决议以及我后来发表的历史记录中找到），则仍然像过去一样积极地反对他。

但是，在我们私人之间却没有出现过任何对立，我们常常在一起，他是一个学者，曾经到过世界许多地方，在谈吐方面风趣而动人。他告诉我最新的消息说，我的老朋友詹姆斯·拉尔夫还活着，他被认为是英国最卓越的政论家之一，曾受聘处理过菲特烈亲王和国王的纠纷，因此获得了一年300英镑的俸禄。作为一个诗人，他的名气确实很小，波普曾在他的《愚人叙事诗》中攻击过他的诗，但他的散文却被认为是第一流的。

州议会终于发现，业主愚蠢地坚持用训令来束缚他们的代理人（州长），

their deputies with instructions inconsistent not only with the privileges of the people, but with the service of the crown, resolv'd to petition the king against them, and appointed me their agent to go over to England, to present and support the petition. The House had sent up a bill to the governor, granting a sum of sixty thousand pounds for the king's use (ten thousand pounds of which was subjected to the orders of the then general, Lord Loudoun), which the governor absolutely refus'd to pass, in compliance with his instructions.

I had agreed with Captain Morris, of the paquet at New York, for my passage, and my stores were put on board, when Lord Loudoun arriv'd at Philadelphia, expressly, as he told me, to endeavor an accommodation between the governor and Assembly, that his majesty's service might not be obstructed by their dissensions. Accordingly, he desir'd the governor and myself to meet him, that he might hear what was to be said on both sides.

We met and discuss'd the business. In behalf of the Assembly, I urg'd all the various arguments that may be found in the public papers of that time, which were of my writing, and are printed with the minutes of the Assembly; and the governor pleaded his instructions; the bond he had given to observe them, and his ruin if he

这种训令不但不符合人民的利益，而且有害于英王的军务，因此，州议会决定向国王控告他们，并任命我为州议会的代理人前往英国，进行请愿和活动。州议会曾递交给州长一份议案，同意拨款60000英镑供英王使用（其中10000英镑可由当时的将军劳登勋爵指挥使用），但是按照业主的指示，州长坚决拒绝批准通过。

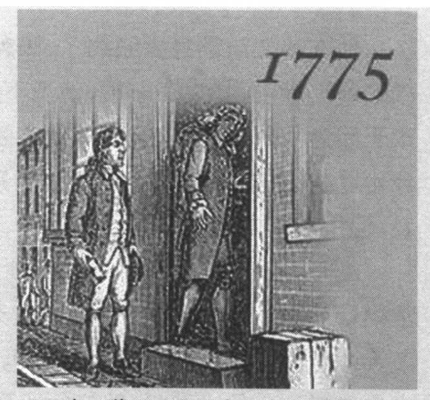
我已经和纽约一艘邮船的船长摩理斯约好，坐他的船出海，我的物品已经送到船上了，这时劳登勋爵意外地来到费城，据他告诉我说，他是特意来协调州长和州议会关系的，免得英王的军务因为两者之间的分歧而受阻碍。因此，他要我和州长去见他，那样他就可以听到双方的陈述。

我们见了面，讨论了这个问题。我代表州议会，提出了当时政府文件中指出的各种分歧，这些文件是我起草的，打印在州议会的纪录中。而州长却用业主的训令来辩护，说他曾保证遵守业主的训令，否则他就全完了，但是，如果劳登勋爵劝他不遵守这些指示的话，他也好像并不是不愿冒险的。然而，劳登勋爵并没有劝他，虽然我曾以为我几乎已经说服他这样去做了；但到了最后，他情愿选择敦

disobey'd, yet seemed not unwilling to hazard himself if Lord Loudoun would advise it. This his lordship did not chuse to do, though I once thought I had nearly prevail'd with him to do it; but finally he rather chose to urge the compliance of the Assembly; and he entreated me to use my endeavours with them for that purpose, declaring that he would spare none of the king's troops for the defense of our frontiers, and that, if we did not continue to provide for that defense ourselves, they must remain expos'd to the enemy.

I acquainted the House with what had pass'd, and, presenting them with a set of resolutions I had drawn up, declaring our rights, and that we did not relinquish our claim to those rights, but only suspended the exercise of them on this occasion thro' force, against which we protested, they at length agreed to drop that bill, and frame another conformable to the proprietary instructions. This of course the governor pass'd, and I was then at liberty to proceed on my voyage. But, in the meantime, the paquet had sailed with my sea-stores, which was some loss to me, and my only recompense was his lordship's thanks for my service, all the credit of obtaining the accommodation falling to his share.

促州议会顺从州长。他还恳求我利用我在州议会的影响来达到这个目的，还宣称他不能抽出英王的军队来保卫我们边疆，如果我们自己不继续防御的话，我们边境必然会受到敌人的袭击。



1775 年，第二届大陆会议成立秘密通信委员会，富兰克林是5位委员之一

我把事情的经过向州议会做了汇报，向他们提出了我起草的一系列议决案，申明了我们的权利，宣布我们绝不放弃我们的这种权利，这一次因为强力所迫，我们只好暂时停止行使这种权利，我们对这种强力也提出了抗议。州议会最后同意收回原来的议案，通过了另一项符合业主训令的议案。这项议案州长当然批准了，我接下来就可以渡海出国了。但是，这时那艘船已经载着我的物品开走了，这对我是一笔损失，而我唯一的酬劳只是劳登勋爵对我的帮助的感谢，这次调解的功劳则全归他。

He set out for New York before me; and, as the time for dispatching the paquet-boats was at his disposition, and there were two then remaining there, one of which, he said, was to sail very soon, I requested to know the precise time, that I might not miss her by any delay of mine. His answer was, "I have given out that she is to sail on Saturday next; but I may let you know, entre nous, that if you are there by Monday morning, you will be in time, but do not delay longer."

By some accidental hinderance at a ferry, it was Monday noon before I arrived, and I was much afraid she might have sailed, as the wind was fair; but I was soon made easy by the information that she was still in the harbor, and would not move till the next day. One would imagine that I was now on the very point of departing for Europe. I thought so; but I was not then so well acquainted with his lordship's character, of which indecision was one of the strongest features. I shall give some instances.

It was about the beginning of April that I came to New York, and I think it was near the end of June before we sail'd. There were then two of the paquet-boats, which had been long in port, but were detained for the general's letters, which were always to be ready tomorrow. Another paquet arriv'd; she too was detain'd; and,

他在我之前动身去纽约了，因为邮船出发的时间是由他安排的。那时，有两艘船留在港内，其中有一艘，他说不久就要起航了，我要求知道确切的时间，而不致于因为我的耽搁而错过了。他的回答是："我已经命令它下星期六起航了，但是我可以告诉你，不过你可不能告诉别人，如果你星期一上午到达的话，你还来得及，但是不能再拖了。"

由于在码头上发生了一些意外故障，当我到达时已经是星期一中午了，我非常担心船可能已经开走了，因为这天风很好，但是我不久就得知它还在港内，第二天才能起航，我这才放下心来。也许有人会猜想，我马上就要动身去欧洲了，我也是这样认为的，但我当时还很不了解劳登勋爵的性格，优柔寡断是他性格中最大的特点之一。我将会举一些例子。

我来到纽约大约是在 4 月初，我想到 6 月底我们才会起航的。当时有两艘邮船在港内已经停了很久，但是为了等候这位将军的信，这两只邮船被扣住了，据说这些信总是第二天就可以写好。另一艘邮船来了，也被扣住了；在我们起航之前，第四艘邮船也快来了。我们那艘船最先起航，因为它在港内停留的时间最长。

before we sail'd, a fourth was expected. Ours was the first to be dispatch'd, as having been there longest. Passengers were engag'd in all, and some extremely impatient to be gone, and the merchants uneasy about their letters, and the orders they had given for insurance (it being war time) for fall goods! but their anxiety avail'd nothing; his lordship's letters were not ready; and yet whoever waited on him found him always at his desk, pen in hand, and concluded he must needswrite abundantly.

Going myself one morning to pay my respects, I found in his antechamber one Innis, a messenger of Philadelphia, who had come from thence express with a paquet from Governor Denny for the General. He delivered to me some letters from my friends there, which occasion'd my inquiring when he was to return, and where be lodg'd, that I might send some letters by him. He told me he was order'd to call to-morrow at nine for the general's answer to the governor, and should set off immediately. I put my letters into his hands the same day. A fortnight after I met him again in the same place.

"So, you are soon return'd, Innis?"

"Returned! no, I am not gone yet."

"How so?"

"I have called here by order every morning these two weeks past for his

所有旅客都安排好了,有些旅客十分焦急地渴望动身,商人们担心他们的信件和他们为秋季货物购买的保险申请单(因为这时是战争年代)。但是他们的焦急根本没有用,劳登勋爵的信还没有写好;而去拜访他的人,却发现他整天坐在桌边,手里拿着笔,总以为他要写很多东西呢。

有一天上午,我自己去向他问候,我在他的会客室看到了从费城来的一个名叫伊尼斯的使者,他是特意从费城赶来,向将军递交丹尼州长送的一个小包。他交给我几封费城的朋友的来信,我就问他什么时候回去,将在什么地方停留,这样我可以托他带几封信回去。他说将军命令他第二天上午 9 点钟来取将军给州长的回信,然后就会马上走。我当天就把信交给了他。两个星期之后,我又在同一个地方碰到了他。

"啊,你这么快又回来了,伊尼斯?"

"回来了!不,我还没动身呢!"

"为什么?"

"这两个星期以来,我每天上午奉命到这里来取劳登勋爵的信,但信总是没

lordship's letter, and it is not yet ready."

"Is it possible, when he is so great a writer? for I see him constantly at his escritoire."

"Yes," says Innis, "but he is like St. George on the signs, always on horseback, and never rides on! "

This observation of the messenger was, it seems, well founded; for, when in England, I understood that Mr. Pitt gave it as one reason for removing this general, and sending Generals Amherst and Wolfe, that the minister never heard from him, and could not know what he was doing.

This daily expectation of sailing, and all the three paquets going down to Sandy Hook, to join the fleet there, the passengers thought it best to be on board, lest by a sudden order the ships should sail, and they be left behind. There, if I remember right, we were about six weeks, consuming our sea-stores, and oblig'd to procure more.

At length the fleet sail'd, the General and all his army on board, bound to Louisburg, with intent to besiege and take that fortress; all the paquet-boats in company ordered to attend the General's ship, ready to receive his dispatches when

有写好。"

"这可能吗，像他这样一个勤于动笔的人？因为我总是看到他坐在桌旁边呢！"

"是呀，"伊尼斯说，"但他就像广告中的圣·乔治一样，一直骑在马上，却永远不行一步。"

看来，这位使者的观察是很有道理的，因为当我在英国的时候，我听到皮特先生撤换这位将军、并派出安麦斯特和乌尔夫两位将军的理由之一，就是陆军部长从未接到过他的报告，不知道他在干什么。

由于每天期待着起航，同时3艘邮船都要开到桑迪胡克去参加舰队，乘客们认为最好是待在船上，免得邮船突然接到命令起航，他们被落在后面。如果我记得对的话，我们就这样在船上待了大约6个星期，将船上储存的食物消耗殆尽，又不得不去添购更多的东西。

最后，舰队终于起航了，那位将军和他的军队全都坐船朝路易堡进发，目的

they should be ready. We were out five days before we got a letter with leave to part, and then our ship quitted the fleet and steered for England. The other two paquets he still detained, carried them with him to Halifax, where he stayed some time to exercise the men in sham attacks upon sham forts, then alter'd his mind as to besieging Louisburg, and return'd to New York, with all his troops, together with the two paquets above mentioned, and all their passengers!

During his absence the French and savages had taken Fort George, on the frontier of that province, and the savages had massacred many of the garrison after capitulation.

I saw afterwards in London Captain Bonnell, who commanded one of those paquets. He told me that, when he had been detain'd a month, he acquainted his lordship that his ship was grown foul, to a degree that must necessarily hinder her fast sailing, a point of consequence for a paquet-boat, and requested an allowance of time to heave her down and clean her bottom.

He was asked how long time that would require. He answer'd, three days. The general replied, "If you can do it in one day, I give leave; otherwise not; for you must certainly sail the day after to-morrow."

是去围攻和夺取那个要塞，所有随军邮船都接到命令，守候着将军的坐船，准备接收他的公文，只要一写好就接过来。我们在海上等了 5 天，才接到一份公文准许我们离开，我们的船到这时才离开舰队，朝英国开去。其他两艘邮船，他继续扣留着，把它们随同带到了哈黎法克斯，他在那里停留了一段时间，以训练他的部队向假设的炮台进行攻占演习，然后他放弃了攻打路易堡的计划，带着他的军队，还有上面提到的两艘邮船和船上的全体乘客，回到了纽约！

在他离开期间，法国人和印第安人攻占了纽约边境的乔治堡，而且印第安人杀死了许多已经投降的士兵。

后来，我在伦敦遇见了鲍纳尔船长，他当时指挥其中的一艘邮船。他告诉我说，当他被扣留了一个月以后，他就告诉劳登勋爵，他的船底长满了海藻和贝壳，已经到了必然会影响它快速航行的程度，而这对邮船来说是很严重的，因此请求给他一点儿时间，以便把船拉起来清除船底部。

将军问他需要多少时间，他回答要 3 天。将军回答说："如果你能在一天之内完成，我就答应，否则不行；因为你后天一定要起航。"

So he never obtain'd leave, though detained afterwards from day to day during full three months.

I saw also in London one of Bonnell's passengers, who was so enrag'd against his lordship for deceiving and detaining him so long at New York, and then carrying him to Halifax and back again, that he swore he would sue for damages. Whether he did or not, I never heard; but, as he represented the injury to his affairs, it was very considerable.

On the whole, I wonder'd much how such a man came to be intrusted with so important a business as the conduct of a great army; but, having since seen more of the great world, and the means of obtaining, and motives for giving places, my wonder is diminished.

General Shirley, on whom the command of the army devolved upon the death of Braddock, would, in my opinion, if continued in place, have made a much better campaign than that of Loudoun in 1757, which was frivolous, expensive, and disgraceful to our nation beyond conception; for, tho' Shirley was not a bred soldier, he was sensible and sagacious in himself, and attentive to good advice from othes, capable of forming judicious plans, and quick and active in carrying them into execution. Loudoun, instead of defending the colonies with his great army, left

就这样，这位船长从未获准，尽管事后被一天又一天地延误，足足有 3 个月之久。

我在伦敦也遇见了鲍纳尔船长的一位乘客，他对劳登勋爵极其痛恨，因为他欺骗了他，把他长期扣留在纽约，然后又把他带到哈黎法克斯，并再次把他带回纽约。他发誓要起诉请求赔偿损失。他是否提起了诉讼，我并不知道，但是根据他所讲，他遭受的损失非常大。

从大处来说，我很奇怪，这样一个人竟然会被委以指挥军队这么重大的任务。但是，随着我对世事的了解，明白了谋取职位的方法和加官晋爵的动机之后，我的奇怪也就消失了。

如果布拉多克死后，接替他执掌军队的薛尔利将军继续在位的话，在我看来，1757 年的战役一定会好得多，而劳登勋爵却在这次战役中轻举妄动，大肆浪费，使我们的民族遭受了难以想像的耻辱。因为薛尔利虽然没有接受正规的军事教育，但是他本人却通情达理，精明睿智，能够接受别人好的忠告，能够做出正确的判断，执行计划时非常迅捷主动。相反，劳登不是用他的大军去保卫殖民地，反

them totally expos'd while he paraded idly at Halifax, by which means Fort George was lost, besides, he derang'd all our mercantile operations, and distress'd our trade, by a long embargo on the exportation of provisions, on pretence of keeping supplies from being obtain'd by the enemy, but in reality for beating down their price in favor of the contractors, in whose profits, it was said, perhaps from suspicion only, he had a share. And, when at length the embargo was taken off, by neglecting to send notice of it to Charlestown, the Carolina fleet was detain'd near three months longer, whereby their bottoms were so much damaged by the worm that a great part of them foundered in their passage home.

Shirley was, I believe, sincerely glad of being relieved from so burdensome a charge as the conduct of an army must be to a man unacquainted with military business. I was at the entertainment given by the city of New York to Lord Loudoun, on his taking upon him the command. Shirley, tho' thereby superseded, was present also. There was a great company of officers, citizens, and strangers, and, some chairs having been borrowed in the neighborhood, there was one among them very low, which fell to the lot of Mr. Shirley. Perceiving it as I sat by him, I said, "They have given you, sir, too low a seat." "No matter," says he, "Mr. Franklin, I find a low seat the easiest."

而使他们完全暴露在敌人面前，他自己却愚昧地去哈黎法克斯练兵，以至于失去了乔治堡。此外，他还搅乱了我们所有的商业活动，长期禁止物资出口，从而使我们的商业遭受打击。虽然禁运粮食出口的借口是不想让敌人获得粮草，但实际上却是为了压低粮价，以便使军队的伙食承包者从中受益，据说——这也可能只是猜疑——他还从中分得一份利呢。最后，当禁运令被撤销时，由于忘了将这个消息送到查尔斯镇去，结果卡罗来纳的舰队多耽搁了将近 3 个月之久，他们的船底受到了蛀虫的严重侵蚀，其中一大部分船只竟然在归途中沉没了。

我相信，薛尔利倒是真的乐意自己从这种负担中解脱出来的，因为对于一个不熟悉军事的人来说，这必然是极其沉重的。我参加了劳登勋爵接任他的职务时，纽约市民为其举行的宴会。虽然薛尔利已经免了职，也出席了宴会。当时有很多军官、市民和陌生人参加宴会，一些椅子是从邻近那里借来的，其中有一把椅子很低，正巧薛尔利坐到了它。我坐在他旁边，看到了这一点，就说："先生，他们给你的座位太低了。""没关系，"他说，"富兰克林先生，我发现低座位最舒适。"

While I was, as afore mention'd, detain'd at New York, I receiv'd all the accounts of the provisions, etc., that I had furnish'd to Braddock, some of which accounts could not sooner be obtain'd from the different persons I had employ'd to assist in the business. I presented them to Lord Loudoun, desiring to be paid the ballance. He caus'd them to be regularly examined by the proper officer, who, after comparing every article with its voucher, certified them to be right; and the balance due for which his lordship promis'd to give me an order on the paymaster. This was, however, put off from time to time; and, tho' I call'd often for it by appointment, I did not get it. At length, just before my departure, he told me he had, on better consideration, concluded not to mix his accounts with those of his predecessors.

"And you," says he, "when in England, have only to exhibit your accounts at the treasury, and you will be paid immediately."

I mention'd, but without effect, the great and unexpected expense I had been put to by being detain'd so long at New York, as a reason for my desiring to be presently paid; and on my observing that it was not right I should be put to any further trouble or delay in obtaining the money I had advanc'd, as I charged no commission



富兰克林1757年被宾夕法尼亚州派驻英国

就像上面提到的那样，在我逗留纽约期间，收到了我替布拉多克购置粮草等物的各种账单，在这之前，有些账单我还来不及从我雇来采购的人那里收回来。我把这些账单送给了劳登勋爵，希望支付剩余的。他让主管人员对这些账单进行了严格的审查，那位军官核对了每一张付款凭单，证明它们准确无误，劳登勋爵这才答应给我一张出纳的支票。但是，这被他一再拖延，虽然我经常按约定的时间去取，但是我一直没有拿到。最后，在我离开前，他告诉我说，经过仔细考虑，他决定不将他的账款和他前任的混淆。

"你到了英国，"他说，"只要把你的账单呈送给国库，你立即就可以得到余款的。"

我提到——但是没有一点儿效果——由于被迫长期逗留在纽约，因而不得不支出巨大而意外的费用，所以我要求立即得到付款，而不应当再增加我

for my service, "O, sir," says he, "you must not think of persuading us that you are no gainer; we understand better those affairs, and know that every one concerned in supplying the army finds means, in the doing it, to fill his own pockets."

I assur'd him that was not my case, and that I had not pocketed a farthing; but he appear'd clearly not to believe me; and, indeed, I have since learnt that immense fortunes are often made in such employments. As to my ballance, I am not paid it to this day, of which more hereafter.

Our captain of the paquet had boasted much, before we sailed, of the swiftness of his ship; unfortunately, when we came to sea, she proved the dullest of ninety-six sail, to his no small mortification. After many conjectures respecting the cause, when we were near another ship almost as dull as ours, which, however, gain'd upon us, the captain ordered all hands to come aft, and stand as near the ensign staff as possible. We were, passengers included, about forty persons. While we stood there, the ship mended her pace, and soon left her neighbour far behind, which prov'd clearly what our captain suspected, that she was loaded too much by the head. The casks of water, it seems, had been all plac'd forward; these he therefore order'd to be mov'd further aft, on which the ship

的麻烦，也不应当再拖延偿还我垫付的款项，因为我采购时并未支取佣金。"噢，先生，"他说，"你不要以为，你能使我们相信你没有从中获取什么好处。我们很了解这些事情，而且知道每一个与军队采办有关的人，都有办法中饱私囊。"

我向他保证，我并没有因此而赚到一文钱；但是，很显然，他并不相信我的话。事实上，我后来也听说有人常从这种工作中大发横财。至于欠我的余款，至今也没有偿还，后面还会提到。

在我们出发之前，我们的船长吹嘘了一番，说他那艘船速度很快。但不幸的是，航行一开始，它却成了 96 艘帆船中速度最慢的，这使得船长很丧气。在猜测了许多导致行动迟缓的原因之后，有一次我们靠近了另一艘几乎和我们一样慢的船，但是那艘船却追上了我们，于是船长命令全体人员跑到船尾，尽可能站在旗杆边上。连乘客在内，我们共有大约 40 人。当我们站到了船尾时，船的速度就加快了，不久就把附近一艘船远远地甩在了后面。这清楚地证明了

recover'd her character, and proved the sailer in the fleet.

The captain said she had once gone at the rate of thirteen knots, which is accounted thirteen miles per hour. We had on board, as a passenger, Captain Kennedy, of the Navy, who contended that it was impossible, and that no ship ever sailed so fast, and that there must have been some error in the division of the log-line, or some mistake in heaving the log.

A wager ensu'd between the two captains, to be decided when there should be sufficient wind. Kennedy thereupon examin'd rigorously the log-line, and, being satisfi'd with that, he determin'd to throw the log himself. Accordingly some days after, when the wind blew very fair and fresh, and the captain of the paquet, Lutwidge, said he believ'd she then went at the rate of thirteen knots, Kennedy made the experiment, and own'd his wager lost.

The above fact I give for the sake of the following observation. It has been remark'd, as an imperfection in the art of ship-building, that it can never be known, till she is tried, whether a new ship will or will not be a good sailer; for that the model of a good-sailing ship has been exactly follow'd in a new one, which has prov'd, on the contrary, remarkably dull. I apprehend that this may partly be occasion'd by the

我们船长所猜想的——船头装的东西太重了，看来是大桶的水都放在了船头，于是他命令把这些水桶挪到船尾。这样，这艘船就恢复了它的本性，成为全队中最快的船。

那位船长说，这艘船的速度有一次曾达到了 13 海里，计算起来就是每小时 13 海里。我们船上的乘客中，有一位海军上校肯纳特，他说这是不可能的，没有船这么快，一定是船长弄错了测线上的标度，或者是在投掷测线时出了问题。

这两个人就打起了赌，等有足够的风力时，就可以决定胜负了。于是，肯纳特仔细检查了那条测线，在认为满意之后，他决定亲自投掷测线测量。过了几天，当风力很稳很大时，邮船的船长劳特威治说，他相信当时船的速度达到了 13 海里，肯纳特做了测量，结果输了这场打赌。

我记载上面这个事实，是为了说明下面的事：作为造船方面的一个缺点，据说一艘新船造好后，只有在试航之后才知道它是不是一艘优良的船，因为尽管一艘船严格地按照模型仿造好了，但造好之后，相反也可能会变得很呆滞。我

different opinions of seamen respecting the modes of lading, rigging, and sailing of a ship; each has his system; and the same vessel, laden by the judgment and orders of one captain, shall sail better or worse than when by the orders of another. Besides, it scarce ever happens that a ship is form'd, fitted for the sea, and sail'd by the same person. One man builds the hull, another rigs her, a third lades and sails her. No one of these has the advantage of knowing all the ideas and experience of the others, and, therefore, can not draw just conclusions from a combination of the whole.

Even in the simple operation of sailing when at sea, I have often observ'd different judgments in the officers who commanded the successive watches, the wind being the same. One would have the sails trimm'd sharper or flatter than another, so that they seem'd to have no certain rule to govern by. Yet I think a set of experiments might be instituted, first, to determine the most proper form of the hull for swift sailing; next, the best dimensions and properest place for the masts: then the form and quantity of sails, and their position, as the wind may be; and, lastly, the disposition of the lading. This is an age of experiments, and I think a set accurately made and combin'd would be of great use. I am persuaded, therefore, that ere long some ingenious philosopher will undertake it, to whom I wish success.

想，这一部分是由于水手们在装货、装帆和驶帆时，每个人都有不同的方法。同一艘船，按照一个船长的判断和命令装货，航行时会比由另外一个船长指挥时更快或更慢。而且，从来没有一艘船是由同一个人制造、装备和驾驶的。一个人造船身，另一个人装帆，第三个人装货和驾驶。他们当中没有一个人能完全了解其他人所有的思想和经验，因此，当这几个方面合成一个整体时，就很难得出正确的结论了。

即使在海上的简单驾驶方面，我也经常看到在不同的值班时间里，不同指挥官的不同判断，而风力却是一样的。一个船员比另一个船员把帆扯得多一些或少一些，所以看上去并没有一定的可循之规。但是，我想或许可以做一系列的实验：首先，决定最适合于快速航行的船型；第二，给桅杆确定最合适的尺寸和最合适的位置；接着，是帆篷的式样、数量和随风向的不同而扯帆的方式；最后，是装货的方法。这是一个实验的时代，我认为，做这样一系列设计精确和相互配合的实验，是大有裨益的。因此，我相信，在不久的将来，一些聪明的科学家会从事这种实验，我祝他们取得成功！

We were several times chas'd in our passage, but outsail'd every thing, and in thirty days had soundings. We had a good observation, and the captain judg'd himself so near our port, Falmouth, that, if we made a good run in the night, we might be off the mouth of that harbor in the morning, and by running in the night might escape the notice of the enemy's privateers, who often crus'd near the entrance of the channel. Accordingly, all the sail was set that we could possibly make, and the wind being very fresh and fair, we went right before it, and made great way. The captain, after his observation, shap'd his course, as he thought, so as to pass wide of the Scilly Isles; but it seems there is sometimes a strong indraught setting up St. George's Channel, which deceives seamen and caused the loss of Sir Cloudesley Shovel's squadron. This indraught was probably the cause of what happened to us.

We had a watchman plac'd in the bow, to whom they often called, "Look well out before there," and he as often answered, "Ay ay; " but perhaps had his eyes shut, and was half asleep at the time, they sometimes answering, as is said, mechanically; for he did not see a light just before us, which had been hid by the studdingsails from the man at the helm, and from the rest of the watch, but by an accidental yaw of the ship was discover'd, and occasion'd a great alarm, we being

我们在旅途中受到了敌人的几次追击，但是我们超过了一切人，30 天之内就驶到了浅水区。我们的航海测量很准确，船长判断我们非常靠近法尔马斯港口，如果我们在夜里迅速航行的话，我们早上或许就停在港口了；而且在夜间航行，可以避开敌船的注意力，它们经常在海峡口附近巡逻。于是，我们扯起了所有的帆，风强力猛，我们向前直驶，航行了很长一段。船长做了测量以后，决定了航线，他认为一定可以远远地避开细黎群岛。然而，在圣·乔治海峡有时候似乎有一股强烈的向岸流，它经常使水手们上当，并使克劳斯莱·萧福尔爵士的舰队沉没。这股向岸流或许就是使我们遭遇事故的原因。

我们有一个看守人站在船头，他们经常向他叫喊"仔细看清前面"，他也经常回答"是，是"；但是，他这时候可能正闭着眼睛，处于半睡状态；据说他们有时候只是机械地回答；因为他连我们前面的灯都没有看见。这个灯被副帆遮挡住了，所以舵手和其他值班的人都没有看到，但是，由于船身偶尔歪斜了一下，他们看见了灯，一时惊慌失措，因为我们离这个灯已经很近了，灯光看上去有车轮那么大。此时正是午夜，船长睡意正浓，但是肯纳特上校看到了危险，跳上甲板，命令调转船

very near it, the light appearing to me as big as a cart–wheel. It was midnight, and our captain fast asleep; but Captain Kennedy, jumping upon deck, and seeing the danger, ordered the ship to wear round, all sails standing; an operation dangerous to the masts, but it carried us clear, and we escaped shipwreck, for we were running right upon the rocks on which the light–house was erected. This deliverance impressed me strongly with the utility of light–houses, and made me resolve to encourage the building more of them in America, if I should live to return there.

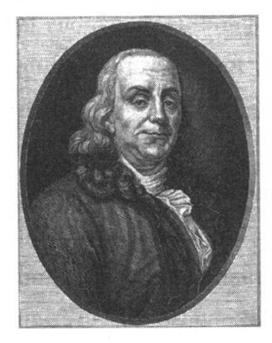
In the morning it was found by the soundings, etc., that we were near our port, but a thick fog hid the land from our sight. About nine o'clock the fog began to rise, and seem'd to be lifted up from the water like the curtain at a play–house, discovering underneath, the town of Falmouth, the vessels in its harbor, and the fields that surrounded it. This was a most pleasing spectacle to those who had been so long without any other prospects than the uniform view of a vacant ocean, and it gave us the more pleasure as we were now free from the anxieties which the state of war occasion'd.

I set out immediately, with my son, for London, and we only stopt a little by the way to view Stonehenge on Salisbury Plain, and Lord Pembroke's house and gardens, with his very curious antiquities at Wilton. We arrived in London the 27th of July, 1757.

头，扯足了所有的船帆。尽管这对桅杆来说很危险，但是我们躲开了礁石，脱离了危险，因为当时我们正朝装灯塔的礁石驶去。这次脱险使我特别强烈地感到灯塔的作用，使我决心提议在美洲修建更多的灯塔，如果我能活着回到美洲的话。

到了早晨，通过锤测等方法，我们发现已经靠近港口了，但是由于雾很大，看不见陆地。大约 9 点左右，雾好像剧院里的幕幔一样，从水上升了起来，在幕下可以看到法尔马斯镇、港口内的船只和四周的田野。对于那些长时期以来，除了单调的茫茫大海之外，再也看不到什么景色的人来说，这是一种最令人兴奋的景色了；同时，使我们更感到快慰的是，我们现在再也不必担心战争了。

我和我儿子立即去了伦敦。在路上，我们只逗留了一小会儿，参观了索尔兹巴立平原的史前石柱、威尔顿的潘伯罗克勋爵的官邸和花园，以及他非常珍奇的古玩。我们于 1757 年 7 月 27 日抵达伦敦。



Chapter 12

As soon as I was settled in a lodging Mr. Charles had provided for me, I went to visit Dr. Fothergill, to whom I was strongly recommended, and whose counsel respecting my proceedings I was advis'd to obtain. He was against an immediate complaint to government, and thought the proprietaries should first be personally appli'd to, who might possibly be induc'd by the interposition and persuasion of some private friends, to accommodate matters amicably.

I then waited on my old friend and correspondent, Mr. Peter Collinson, who told me that John Hanbury, the great Virginia merchant, had requested to be informed when I should arrive, that he might carry me to Lord Granville's, who was then President of the Council and wished to see me as soon as possible. I agreed to go with him the next morning. Accordingly Mr. Hanbury called for me and took me in his carriage

第12章

我在查理先生早已替我安排好的寓所安顿妥当之后，就去拜访福泽吉尔博士，有人向他大力推荐了我，同时有人建议我向他请教有关诉讼的程序。他反对马上向政府提出控告，认为应当先以个人形式和业主们商量，经过一些私交的调停和劝导，或许能得到友好解决。

然后，我就去拜访我的老朋友和联络人彼得·柯令逊先生，他告诉我，那位弗吉尼亚大商人约翰·汉布雷要求我一到就立即通知他，那样他就可以带我去见格兰维利勋爵，他当时是枢密院议长，希望能够尽快见到我。我同意第二天上午和他同去。于是，汉布雷先生来接我，和我坐他的马车去见那位大贵人家。格兰维利勋爵非常礼貌地接待了我，在询问和谈论了有关美洲的

to that nobleman's, who receiv'd me with great civility; and after some questions respecting the present state of affairs in America and discourse thereupon, he said to me:

"You Americans have wrong ideas of the nature of your constitution; you contend that the king's instructions to his governors are not laws, and think yourselves at liberty to regard or disregard them at your own discretion. But those instructions are not like the pocket instructions given to a minister going abroad, for regulating his conduct in some trifling point of ceremony. They are first drawn up by judges learned in the laws; they are then considered, debated, and perhaps amended in Council, after which they are signed by the king. They are then, so far as they relate to you, the law of the land, for the king is the legislator of the colonies."

I told his lordship this was new doctrine to me. I had always understood from our charters that our laws were to be made by our Assemblies, to be presented indeed to the king for his royal assent, but that being once given the king could not repeal or alter them. And as the Assemblies could not make permanent laws without his assent, so neither could he make a law for them without theirs.

He assur'd me I was totally mistaken. I did not think so, however, and his lordship's conversation having a little alarm'd me as to what might be the sentiments of

一些现状问题以后，他对我说：

"你们美洲人对于你们的政体有一种错误的观念；你们坚持认为，国王对他的州长的训令并不是法律，认为你们自己可以随意决定是否应该遵守。但是，这些训令不同于公使出国时所携带的指导其行为礼仪的袖珍指南，它们首先是由熟悉法律的法官们起草，然后由枢密院考虑、辩论甚至修改，最后才由国王签署。所以，从你们这方面来说，这些训令就是法律，因为英王是'殖民地的立法者'。"

我就告诉勋爵，这对我来说可是闻所未闻的。我一向认为，根据我们的特许状，我们的法律是由我们的议会制定的，这当然要递交给国王批准，但是一经批准，国王就不能废除或更改它们。所以，议会不经国王批准，虽然不能制定永久性法律；但是，若没有议会的同意，国王也不能立法。

他就极力说我完全错了，但是我却不认同。勋爵的谈话，使我有点儿担心英国政府对于我们的态度。一回到寓所，我就把这次谈话记了下来。我记得，大约在20年之前，由内阁向国会提出的一份议案中，有一条提议将国王的训令作为殖

the court concerning us, I wrote it down as soon as I return'd to my lodgings. I recollected that about 20 years before, a clause in a bill brought into Parliament by the ministry had propos'd to make the king's instructions laws in the colonies, but the clause was thrown out by the Commons, for which we adored them as our friends and friends of liberty, till by their conduct towards us in 1765 it seem'd that they had refus'd that point of sovereignty to the king only that they might reserve it for themselves.

After some days, Dr. Fothergill having spoken to the proprietaries, they agreed to a meeting with me at Mr. T. Penn's house in Spring Garden.

The conversation at first consisted of mutual declarations of disposition to reasonable accommodations, but I suppose each party had its own ideas of what should be meant by reasonable. We then went into consideration of our several points of complaint, which I enumerated. The proprietaries justify'd their conduct as well as they could, and I the Assembly's. We now appeared very wide, and so far from each other in our opinions as to discourage all hope of agreement. However, it was concluded that I should give them the heads of our complaints in writing, and they promis'd then to consider them. I did so soon after, but they put the paper into the hands of their solicitor, Ferdinand John Paris, who managed for them all their law business in their great suit with the neighbouring

民地的法律，但是众议院否决了这一条，当时我们还因此而敬爱他们，把他们当作我们的朋友和自由的友人。直到1765年，从他们对我们的举动来看，他们以前拒绝给国王统治权，似乎只是为了替他们自己保留这一特权罢了。

几天之后，福泽吉尔博士和业主们谈到了这件事，他们同意在春园的T·潘先生家和我见面。

谈话开始时，双方都声称愿意寻求合理的解决之道，但是我想双方对于“合理”一词有各自的解释。接着，我们就讨论我们控诉的各个要点，我一一列举出来。业主们尽力为他们自己的行为辩解，而我也替州议会辩护。我们这时分歧很大，双方意见相差如此之远，以至于没有达成协议的任何希望。但是，最后决定我将这些以书面形式提出来，交给他们，他们答应之后去考虑。不久我做好了，但是他们把我的文件交给了他们的律师斐迪南·约翰·鲍黎。在他们和相邻的马里兰州的业主巴尔的摩勋爵的大诉讼案中（这件案子持续了70年之久），他曾为他们处理过所有的法律事务，还为他们写了所有与州议会争执的文件和咨文。他是个傲慢而易怒的人，由于我以前在州议会的复文中，会偶尔比较严厉地抨击他的文件，因为这些文件真的是说理脆

proprietary of Maryland, Lord Baltimore, which had subsisted 70 years, and wrote for them all their papers and messages in their dispute with the Assembly. He was a proud, angry man, and as I had occasionally in the answers of the Assembly treated his papers with some severity, they being really weak in point of argument and haughty in expression, he had conceived a mortal enmity to me, which discovering itself whenever we met, I declin'd the proprietary's proposal that he and I should discuss the heads of complaint between our two selves, and refus'd treating with any one but them.

They then by his advice put the paper into the hands of the Attorney and Solicitor–General for their opinion and counsel upon it, where it lay unanswered a year wanting eight days, during which time I made frequent demands of an answer from the proprietaries, but without obtaining any other than that they had not yet received the opinion of the Attorney and Solicitor–General. What it was when they did receive it I never learnt, for they did not communicate it to me, but sent a long message to the Assembly drawn and signed by Paris, reciting my paper, complaining of its want of formality, as a rudeness on my part, and giving a flimsy justification of their conduct, adding that they should be willing to accommodate matters if the Assembly would send out some person of candour to treat with them for that purpose,

弱，措辞蛮横，所以他对我长时间怀恨在心，无论我们什么时候见面，他总是会流露出来。我拒绝了业主们提出的由他和我俩人讨论控诉的各项事务，并且拒绝了除业主他们自己以外和任何人谈判。



富兰克林墓

后来，他们根据鲍黎的建议，把我们的控诉交给了检察长和副检察长，要求他们提出意见和解决办法，结果这件案子在他们手里足足搁置了一年只差八天。在此期间，我经常要求业主们给予答复，但是除了他们还没有接到检察长和副检察长的意见之外，我没有得到任何回答。但是，当他们接到检察长和副检察长的意见时，究竟里面说了什么，我却从来不知道，因为他们没有告诉过我，他们倒是写了一篇很长的咨文，这是由鲍黎起草和签署的，寄给了州议会，讲到了我的控诉书，抱怨我的粗鲁无礼和措辞不当，同时为他们自己的行动做了一些浅薄的辩解；最后表示，他们将会愿意解决问题，如果州议会派一个公正坦率的人和他们就这个问题谈判

intimating thereby that I was not such.

The want of formality or rudeness was, probably, my not having address'd the paper to them with their assum'd titles of True and Absolute Proprietaries of the Province of Pennsylvania, which I omitted as not thinking it necessary in a paper, the intention of which was only to reduce to a certainty by writing, what in conversation I had delivered viva voce.

But during this delay, the Assembly having prevailed with Gov'r Denny to pass an act taxing the proprietary estate in common with the estates of the people, which was the grand point in dispute, they omitted answering the message.

When this act however came over, the proprietaries, counselled by Paris, determined to oppose its receiving the royal assent. Accordingly they petition'd the king in Council, and a hearing was appointed in which two lawyers were employ'd by them against the act, and two by me in support of it.

They alledg'd that the act was intended to load the proprietary estate in order to spare those of the people, and that if it were suffer'd to continue in force, and the proprietaries who were in odium with the people, left to their mercy in proportioning the taxes, they would inevitably be ruined.

We reply'd that the act had no such intention, and would have no such effect. That

的话——他们用这种方式来暗示我不是这样的人。

所谓措辞不当或粗鲁无礼，可能是指我在写给他们的文件中没有写上他们僭取的“宾夕法尼亚州真正的、绝对的业主”的头衔。我之所以没有写，是因为我认为在这份文件中没有必要，这个文件的目的，仅仅是为了用书面形式将我口头所讲的确定下来。

但是，在这耽搁期间，州议会已经说服州长丹尼通过了一项议案，业主们的财产也和人民的财产一样要纳税，这是争执的焦点，州议会也就没有答复业主们的咨文。

但是，当这项议案送到英国时，业主们在鲍黎的建议下，决定反对由国王批准通过。于是，他们在枢密院向国王请愿，接着定下了审案时间，他们雇了两位律师来反对这项议案，我也雇了两位律师来支持这项议案。

他们供述，这项议案的目的是想加重业主的财产税，以减轻人民的负担；如果这项法律继续有效，由于人民对他们有反感，那么他们只能听任人民的摆布而捐税，他们必将会破产。

我们回答说，这项议案并没有这样的意图，也不会有这样的结果；估税员都是

the assessors were honest and discreet men under an oath to assess fairly and equitably, and that any advantage each of them might expect in lessening his own tax by augmenting that of the proprietaries was too trifling to induce them to perjure themselves.

This is the purport of what I remember as urged by both sides, except that we insisted strongly on the mischievous consequences that must attend a repeal, for that the money, L100,000, being printed and given to the king's use, expended in his service, and now spread among the people, the repeal would strike it dead in their hands to the ruin of many, and the total discouragement of future grants, and the selfishness of the proprietors in soliciting such a general catastrophe, merely from a groundless fear of their estate being taxed too highly, was insisted on in the strongest terms.

On this, Lord Mansfield, one of the counsel rose, and beckoning me took me into the clerk's chamber, while the lawyers were pleading, and asked me if I was really of opinion that no injury would be done the proprietary estate in the execution of the act. I said certainly.

"Then," says he, "you can have little objection to enter into an engagement to assure that point."

I answer'd, "None at all."

He then call'd in Paris, and after some discourse, his lordship's proposition was

诚实而谨慎的人,他们立下誓言,要公平合理地估税,如果增加业主的捐税,他们每个人希望减轻自己的捐税而获利是非常渺小的,他们绝不会因此而违背誓约。

根据我的记忆,这是双方陈述的要点;此外,我们强烈地指出了废除这一法律的危险后果,因为我们已经印发了 10 万英镑纸币供英王使用,用于英王的军务,现在这些纸币已在民间流通,一旦法律废除的话,人民手中的纸币就成了一堆废纸,许多人会因此而破产,将来再发行补助金就毫无把握了;我们还强烈指出了业主这种自私的品质,仅仅因为他们毫无根据地担心他们的财产会负担过高的税额,就强烈地坚持这一条。

讲到这里,枢密院的一位大臣曼斯菲尔德勋爵站了起来,向我招了招手,当律师们正在辩论时,他拉着我到了秘书室,问我是否真的坚持在执行这项法律时,业主的财产不会受到歧视。我说当然。

"那么,"他说,"你不会反对立约担保吧?"

我回答道:"根本不会。"

然后,他叫鲍黎进来。经过一番讨论,双方接受了曼斯菲尔德勋爵的建议。枢

accepted on both sides; a paper to the purpose was drawn up by the Clerk of the Council, which I sign'd with Mr. Charles, who was also an Agent of the Province for their ordinary affairs, when Lord Mansfield returned to the Council Chamber, where finally the law was allowed to pass. Some changes were however recommended and we also engaged they should be made by a subsequent law, but the Assembly did not think them necessary; for one year's tax having been levied by the act before the order of Council arrived, they appointed a committee to examine the proceedings of the assessors, and on this committee they put several particular friends of the proprietaries. After a full enquiry, they unanimously sign'd a report that they found the tax had been assess'd with perfect equity.

The Assembly looked into my entering into the first part of the engagement, as an essential service to the Province, since it secured the credit of the paper money then spread over all the country. They gave me their thanks in form when I return'd. But the proprietaries were enraged at Governor Denny for having pass'd the act, and turn'd him out with threats of suing him for breach of instructions which he had given bond to observe. He, however, having done it at the instance of the General, and for His Majesty's service, and having some powerful interest at court, despis'd the threats and they were never put in execution…… [Unfinished].

密院的秘书对此起草了一份文件，我和查理先生在上面签了字，他也是宾州的代理人，处理他们的日常事务。这时，曼斯菲尔德勋爵回到枢密院会议室，这条法律最后获得通过。但是，枢密院建议做某些修改，我们也保证把这些修改放在附件中，但是州议会却认为没有必要，因为枢密院的命令到达之前，这项法律第一年的捐税已经征收了。州议会任命了一个委员会来检查估税员的工作，他们委任了业主的几位好友担任委员。经过充分的调查，他们一致签署了一份报告，证明他们发现估税工作是完全公正无私地进行的。

州议会认为，我订立的契约的第一部分，对于宾州来说是一个重大的贡献，因为它巩固了纸币的信用，当时这些纸币分布在全国各处。当我回来时，他们正式向我表示了感谢。然而，业主们对丹尼州长痛恨之极，因为他批准了这项议案，于是撤销了他的职务，并威胁着要控告他违背训令，而这是他曾立约要遵守。但是，他是奉将军之命行事，而且是为了英王的军务，在英国宫廷也认识一些有权有势的人，所以并不在乎这些威胁，而且这些威胁也从来没有实现……（未完）

译后记

本杰明·富兰克林(Benjamin Franklin,1706–1790)是美国著名的思想家、政治家、外交家和科学家、实业家。出生在一个皂烛制造商家庭,10岁之前曾上过两年小学,但由于家庭困难而被迫辍学,到父亲的商店帮着做一些杂事。12岁时,他开始在哥哥的印刷厂当学徒工,不仅学得一手出色的印刷技术,还刻苦自学,后来逐渐通晓了法语、意大利语、西班牙语和拉丁语,大量阅读了欧洲各国的历史、哲学、文学等著作,而且对自然科学和政治经济学也有很深的研究。

富兰克林17岁时到费城的一家印刷厂当了一名工人,获得州长的赏识。次年,州长劝富兰克林独立开业,于是他去英国准备购买开业所需设备,没想到受州长期骗而被迫留在英国一年多时间。回到费城后,他与人合伙开了一家印刷厂,因质量精良而获得了许多业务。第二年,富兰克林成为《宾夕法尼亚公报》的主办者;1736年,当选为宾州议会秘书,开始了从政生涯。

富兰克林成名后,在北美殖民地的文化传播和社会福利方面做了大量工作,由他组建的共读社、美洲哲学会、北美科学促进会、印刷厂、报社、图书馆、书店、医院、大学、城市环保队、消防队、治安队和地方民兵等组织,都成为北美相关组织和机构的先锋。他还对宾夕法尼亚的市政进行了革新,在农业生产、新式路灯和新式火炉、电学、避雷针、高架取书器、自动烤肉机、双光眼镜、玻璃乐器等方面做出了重大发明,在印刷技术的改进上也有所贡献。此外,富兰克林还研究过物理学、数学、光学、植物学、海洋学和天文学,其成就甚至引起了英国皇家学会和其他学会的重视,使他成为它们的会员。

1754年,北美洲各殖民地代表在阿尔巴尼集会,通过了由富兰克林起草的殖民地联盟方案。富兰克林在大会上首先提出了"不联合则灭亡"的口号,号召各殖民地联合起来为自由而斗争。1757年7月到1775年3月,富兰克林长期被派往英国伦敦,和英国王室、议会等各界人士交往,为了北美殖民地人民的利益而努力斡旋,充分展现了一位优秀外交家和政治家的风采。

1775年5月，富兰克林参加第二届大陆会议，和杰斐逊、亚当斯等人领导了民主派（即主战派）对保守派（即主和派）的斗争。次年7月，他又参与起草和修改了美国历史上具有伟大意义的《独立宣言》。同年底，富兰克林出使法国，于1778年缔结法美同盟；又代表美国和英国谈判，于1783年签订《巴黎和约》，使英国正式承认北美殖民地独立，出色地完成了外交使命。1785年，富兰克林回国，接连三次当选宾夕法尼亚州州长。

1787年5月25日，美国第一次制宪会议召开，81岁高龄的富兰克林抱病参加会议，担任大会的副主席。由于与会各州利益难以均衡，因此在“制宪”问题上争吵不休。富兰克林再次发挥了个人魅力和才华，在大会上做了两次重要发言，协调各方利益，终于使美国第一部《宪法》诞生。事实上，富兰克林还参加了这部《宪法》的部分编写工作。

1790年4月17日，富兰克林因患胸膜炎病逝。

作为美国著名的思想家，富兰克林以其远见卓识为今天的美利坚合众国奠定了基础，指出各联邦必须脱离英国的统治，走联合之路，并为此投入了毕生的精力。更重要的是，他还用自己的思想影响了一代又一代美国青年，为世人留下了一部《自传》。虽然这部《自传》只写到1757年，并没有叙述作者更加辉煌灿烂的后半生，但已足以体现其光辉而深邃的思想。

富兰克林的经验教训不仅给后人以深刻的启迪，而且他提出来的13项美德修养更被称为“改进了全人类”。几百年来，这13项美德影响了无数有志青年，富兰克林也由此被誉为“青年的灵魂和心灵导师”，受到世界著名的成功学大师戴尔·卡耐基和拿破仑·希尔的推崇，成为美国乃至全世界人民心目中的楷模！他的这部《自传》，也成为影响无数读者的成功励志经典；就连《世界上最伟大的推销员》的作者奥格·曼狄诺在编纂《羊皮卷》这本世界畅销的励志作品时，也将它收录其中，作为重点推荐书，足见它的地位。

两百多年来，《富兰克林自传》在世界上许多国家被翻译出版，成为激励各国青年成长的有益作品。我们本着对这位历史伟人的无比敬仰，翻译整理了他的《自传》中英文对照版，希望能对我国读者朋友有所裨益，使他们在前进的道路上获得指引和帮助。若能如此，我们将不胜欣慰！

本书的翻译工作由张勇和汝敏组织，同时还得到了永琦、赵永安、吴良平、李小龙、刘爽、韩绍阳、康健、宋保仁、郝静、宋艳丽、瑞静的参与。我们在翻译过程中参考了一些较好的中译本，在此谨对原译者表示衷心的感谢。如果有不妥之处，请不吝指教。

译者

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